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FREIGHT TRAFFIC ISSUE

AAR's Loomis tells NASAB: 1965 is a **year of records** for railroads . . . . . p. 11

October 25, 1965

RAILWAY AGE WEEKLY

TOFC

Intermodal cooperation: What's ahead? p. 32

Three exercises in piggyback problem-solving p. 36

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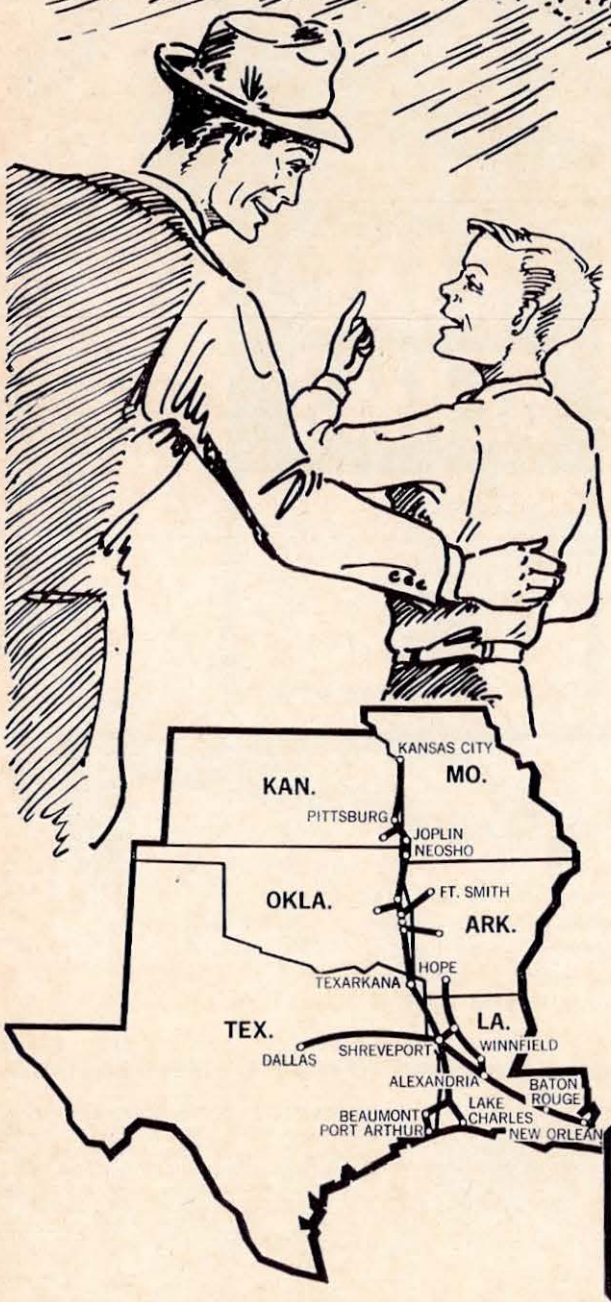

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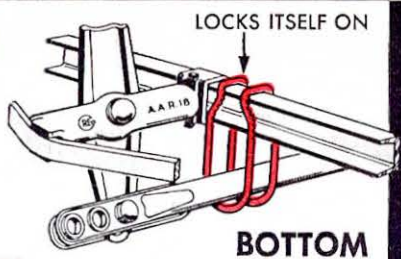

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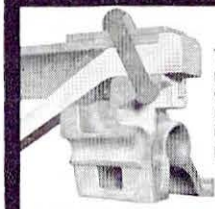

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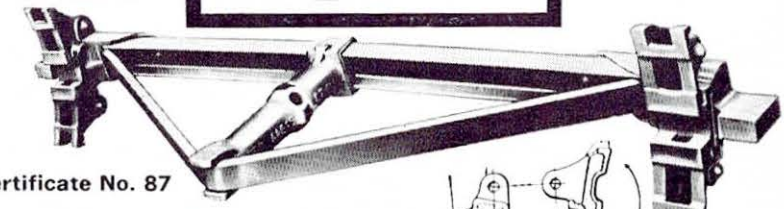

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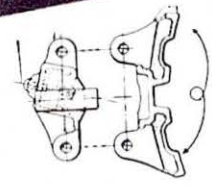

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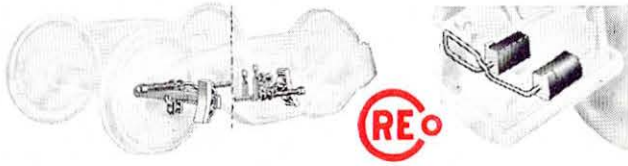

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Railway Age, established in 1856, is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.

Published weekly (except for four issues combining two-in-one) by the Simmons-Boardman Publishing Corporation at 440 Boston Post Road, Orange, Conn.

Railroad employees' subscription rate: U. S. possessions, Canada and Mexico, $6 one year, $8 two years, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year. In other countries, $15 a year. Single copies 60¢ except special issues. Address all subscriptions, changes of address and correspondence concerning them to: Subscription Dept., Railway Age, Emmett St., Bristol, Conn. 06011.
Change of address should reach us three weeks in advance of next issue date. Send old address with new, enclosing, if possible, your address label. Post Office will not forward copies unless you provide extra postage.

Circulation Dept.; John Rogers, Circulation Manager, 30 Church St., New York, N.Y. 10007. POSTMASTER—SEND FORM 3579 TO EMMETT ST., BRISTOL, CONN. 06011.

Printed at the Wilson H. Lee Co., Orange, Conn. 06477. Second-class postage paid at Orange, Conn. and at additional mailing offices.

RAILWAY AGE WEEK AT A GLANCE

October 25, 1965 • Vol. 159, No. 16

TOFC

What's ahead for intermodal competition?

There's no doubt piggyback is doing well, but experts ask, where do we go from here? p.32

Three exercises in problem-solving

Here's how three railroads make their approaches to the burgeoning piggyback market p.36

1965: 'A year of records'

Railroads will achieve record highs this year in a number of areas—including ton-miles p.11

European railroads get the onceover

The Railway Age Overseas Tour covered many railroad highspots in three European countries p.72

The Action Page—The employee's role in his industry

Some things should be changed if railroad employees want to protect what they have, and get more p.102

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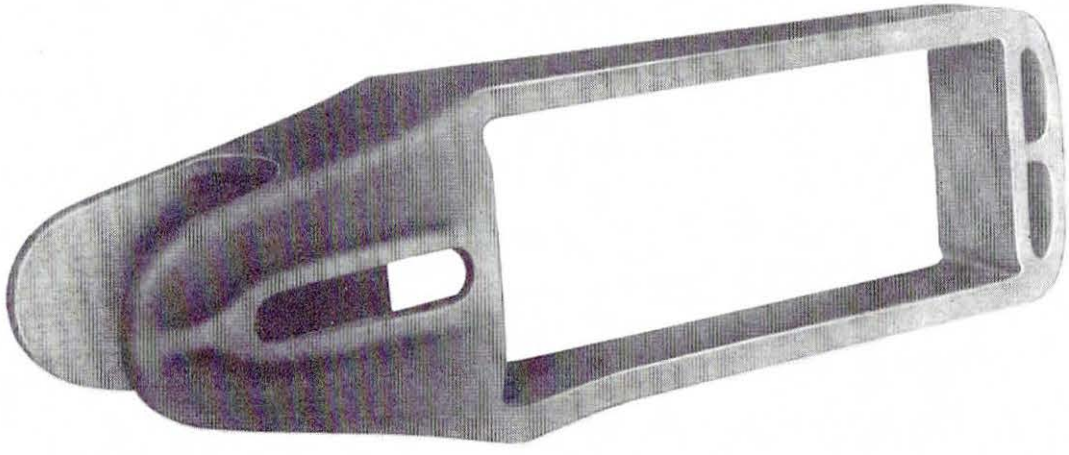

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SHORT AND SIGNIFICANT

Brazil buys diesels from East Germany

The Brazilian Railways have ordered 89 diesel locomotives from East Germany. The specific type of equipment and the amount of money involved in the sale have not been announced. The deal is believed to be the first sale of major railroad equipment to an American nation by an Eastern-bloc country.

●

L&D claims, payout slow as revenues rise

There are some hopeful signs in the battle against loss and damage to freight shipments. The broadening attack by L&D prevention officers and the increasing flood of special equipment designed to prevent L&D that railroads have been buying in recent years may be turning the tide. AAR spokesmen say that L&D payout, after continuing to rise during the first four months of the year, began to drop in May and June. At mid-year the L&D payout was about 1% ahead of the comparable period of last year—the smallest such increase in years. L&D during the first half cost the carriers $75,587,000 compared to $74,776,000 in the first half of 1964. In 1963 first half L&D payout came to $65,732,000. Another hopeful sign cited by AAR spokesmen is the fact that claims are down 3.9% while revenues are up more than 4%.

●

Class I payrolls continue to shrink

Class I railroad employment stood at 643,620 in mid-September—down 1.31% from the preceding month, and 2.81% below the September 1964 figure. Th payroll now breaks down this way: executives, officials and staff assistants, 14,841; professional, clerical and general, 136,602; maintenance of way and structures, 98,332; maintenance of equipment and stores, 148,615; transportation (other than train, engine and yard), 64,466; transportation (yardmaster, switchtenders, and hostlers), 9,740; transportation (train and engine service), 171,024.

●

International agreement on container standards

The dream of a world-wide integrated containerization system has moved a step closer to reality with the approval by the International Organization for Standardization (ISO) of a series of proposed standards for freight containers. Delegates at a meeting of 15 nations in The Hague agreed on standards for specifications and testing of freight containers, marking, corner fittings and terminology.

●

ICC tells New Haven to keep the trains running

The New Haven's plan to end all passenger service Mar. 1, 1966 (RA, Oct. 18, p. 9) was involuntarily extended last week when the Interstate Commerce Commission ordered the road to keep its passenger trains running until July 1. The Commission has delegated Commissioner William H. Tucker and Examiner Francis A. Welch to conduct hearings on the NH plea to drop 274 trains, with sessions beginning Dec. 1.

●

C&O-B&O outline operational changes in nine cities

Cleveland and Baltimore will continue to have executive offices in the new scheme of things for the affiliated Chesapeake & Ohio and Baltimore & Ohio, while functions in some other cities on the 12,000-mile system will undergo reshuffling. C&O-B&O President Gregory S. DeVine said Huntington, W.Va., will become the engineering and mechanical center for the roads, and Baltimore will assume the role of operating and transportation center. The three operating regions that now exist on each road will be consolidated into four joint regions headquartered at Richmond, Pittsburgh, Detroit and Cincinnati. Chicago and New York will remain separate operating entities of B&O-C&O.

MONDAY MORNING REPORT

Norfolk & Western: An old hand at the merger game

With two mergers under its belt and the biggest of all in the works, Norfolk & Western is justifiably getting to feel like a pro when it comes to meshing railroad properties. Its first experience in the field—taking on the Virginian in 1959—was a gold-plated move that gave the N&W a virtual one-way artery for its Norfolk-bound coal trains over most of the former main line of the Virginian. Then, last year, N&W took an even more adventuresome step, overnight blossoming out into a 7,800-mile, 14-state system that took in the Nickel Plate, Wabash, Sandusky line of the Pennsylvania, the Akron, Canton & Youngstown, and Pittsburgh & West Virginia. But on Aug. 31 of this year came the real shocker. After months of top-secret negotiations, N&W and Chesapeake & Ohio startled the whole industry with their announced plan to merge and include in their system the Erie Lackawanna, Delaware & Hudson, Boston & Maine, Reading and Central of New Jersey. The new giant would operate 26,460 miles of road, have gross revenues of $1.822 billion, total assets of $5.9 billion. This big-league operation could conceivably be taken even one step further to see the creation of the first coast-to-coast system. But, right now, N&W is dealing with its case at hand before the Interstate Commerce Commission (see page 54).

So how are things going? So far, so good

This month is of special significance to the N&W since it marks the first anniversary (Oct. 16) of its Nickel Plate-Wabash amalgamation, the largest completed rail merger in history. And what kind of a year has it been? A very good one, says N&W President Herman H. Pevler, and one that finds the road "physically and financially vigorous and facing an exciting future." Money-wise, N&W net income over the past year was about 4% above that for the lines during the previous 12 months on a pro forma basis. Net income for the first three quarters of this year will be at least 10% ahead of the comparable figure. In the meantime, N&W has been spending millions since merger for 128 locomotives, 4,863 freight cars, a new $13.5 million electronically-operated classification yard at Bellevue, Ohio, upgrading the 110-mile Sandusky line, building new piggyback facilities, raising bridges and lowering track for wider loads. The improvements have been widespread, diversified and expensive.

In the process, you can learn a lot

Pulling together as many properties as the N&W did in its merger can be a profitable but also a painful experience. Getting all of your people to think the same way, integrating the physical facilities, and trying to make some sense out of diverse record-keeping systems are just a few of the major hurdles in the merger steeplechase. "We learned from experience," says President Pevler, "where our weaknesses were and we confirmed what we already had expected; that we didn't have enough capacity in various places to do the job we ultimately had to do. And we had to explain to the people who use our services that we had service failures and why we had them. We did it quite honestly, and it was well accepted." Going overnight from a comparatively small road, which handled principally one commodity, to one that's three times as big and handles a wide variety of traffic "takes a lot of changes in thinking," says Pevler. "It took it here in Roanoke, on the part of top management, and it takes it all the way down the line." And on the merger route ahead for the N&W the road knows it will very likely take a lot more changes in thinking. But it's counting on perhaps its most important asset—experience—to get it over the rough spots.

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RAILWAY AGE WEEKLY
OCTOBER 25, 1965

1965: 'A year of records'

Railroads appear to be headed for a record year in several significant categories —total ton-miles, piggyback and auto-rack loadings, capital spending. It won't be a record year for revenues and earnings, however, notes AAR President Loomis.

State-of-the-industry reports usually come toward year's end—but this year's news was too good to hold back. So AAR President Daniel P. Loomis went before the 29th convention of the National Association of Shippers Advisory Boards in Los Angeles last week with an "annual report" as bullish as any in most railroad men's memory.

"The nation's railroads are rolling toward a year of records in 1965—records that indicate a great new railroad system is taking shape on today's American railroads," Loomis began. Then he introduced the supporting evidence:

—Railroad freight-traffic volume appears to be headed for a new peacetime high of 700 billion ton-miles.

—Piggyback loadings, now running a brisk 15% over 1964 levels, will apparently top one million this year for the first time.

—Rack-car movements of new autos have spurted 30% above 1964's high level.

—This year will see the installation of "something in excess" of the 83,000 freight cars purchased and rebuilt in 1964, which itself was nearly double the number put into service the preceding year.

—The current year will also see the installation of about 1,500 diesel locomotive units—"almost half again as many as railroads acquired last year, which was the first thousand-unit year since 1957."

—And "most significant of all," an all-time high of $1.6 billion is being invested in new equipment and facilities: "Here, indeed, is the rocket booster behind the forward progress of the industry in all fields."

● **The long-range view.** As the president of the Association of American Railroads sees it, this "year of records" is only the latest—and by no means the last—of a series of advances that began in 1962.

"Significantly," he told his shipper audience in Los Angeles, "1965 is on the way toward becoming the fourth successive year in which railroad freight traffic has increased by 5% over the preceding year, giving us a current volume of one-fifth more traffic than we had in that discouragingly low period, 1958 through 1961.

"Meanwhile, the railroad share of total freight volume moving between American cities has held virtually constant since 1961 at 43%—a genuine achievement in view of the fact that this share had declined earlier for 18 straight years."

What's ahead? "Assuming railroads do no better than hold on to their present share of intercity freight," said Loomis, "railroad volume, already 50% more than in that great year of 1929, will rise another 50% by 1975, then go on to double and eventually triple."

● **Tooling up for the job.** Railroads are moving fast to acquire the tools for the task ahead, said Loomis.

Numbers alone, he noted, don't tell the full story of the modernization of the freight-car fleet. Not only have installations of new and rebuilt cars nearly doubled in the last two years—but "new cars installed by Class I railroads so far this year have a load capacity of 80 tons each compared with an average of 56 tons for cars being retired."

And he added: "Besides this railroad commitment . . . an additional $300 million is being expended this year for new rail rolling stock by private car lines and car leasing companies . . . Significantly, about one-fourth of the 1.8 million freight cars in the United States are now accounted for by these other suppliers—up from 19% a decade ago."

Railroads are also "well into a new

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

● **RAILROAD MERGER PROPOSALS** are to the fore again in Washington. They have been spotlighted there recently by the filing of the Norfolk & Western-Chesapeake & Ohio application with the ICC, oral argument before the Commission on the recommended report wherein Examiners Jerome K. Lyle and Henry Darmstadter advise approval of the Pennsylvania-New York Central proposal, and introduction in the Senate of a bill to hold up these and other pending cases until the Commission develops regional merger plans.

The bill (S.2643) has an influential sponsor, having been introduced by the chairman of the Senate's Commerce Committee—Senator Warren G. Magnuson (D-Wash.). Meanwhile, the AAR has issued a statement explaining the pending merger proposals and calling the merger movement "one of the most significant self-improvement projects ever attempted throughout an American industry."

THE MAGNUSON BILL is brief. It says the ICC shall not approve any proposed railroad merger "which may substantially lessen competition or tend to create a monopoly in any line of commerce" unless the proposal conforms to a "Commission-approved plan for consolidation of railroads in any major region of the United States."

THE LANGUAGE "which may substantially lessen competition or tend to create a monopoly . . ." is cited by the senator to argue that enactment of the bill would not halt all pending mergers. He thinks this language leaves room for prompt action in cases involving "failing eastern railroads whose inclusion in a major system might be necessary to preserve existing service."

PASSAGE OF THE BILL was not considered likely before the end of Congress' 1965 session which was headed for adjournment last week. It will be alive next year, however, since it will be the same Congress which meets in January. Moreover, the bill seems to be in line with the position of the Senate's majority leader—Senator Mike Mansfield (D.-Mont.).

MANSFIELD is on record against the so-called Northerns Plan. This contemplates merger of the Great Northern, Northern Pacific and Burlington into a new company which would lease the Spokane, Portland & Seattle. With the benefit of Examiner Robert H. Murphy's favorable report, this proposal is now before the Commission for decision.

THE IDEA of assigning merger planning to the Commission is not new. It was done in the Transportation Act of 1920, which required the Commission to shape up a nationwide consolidation plan. Several years later, the Commission did promulgate such a plan. Nothing came of it, and the Commission's planning assignment was finally rescinded by the Transportation Act of 1940.

MAGNUSON CONCEDES that the Commission's present reliance on railroad initiative is in accord with this latest expression of Congressional intent. His pitch for the regional-plan approach relies on a 1961 recommendation made by a study group to the Senate Commerce Committee, and a 1963 pronouncement of the Executive Department committee established by the late President Kennedy to develop merger criteria.

THE STUDY GROUP said mergers should conform to established plans. The interagency committee said development by the government of "overall guidelines" would not be inconsistent with the policy of relying on railroad initiative.

era in motive power development," he said, "replacing early diesel units of up to 1,500 horsepower with much-improved types of 2,500 horsepower, with some of the latest units running into the 4,000-to-6,000 horsepower range."

● **The record that isn't there.** Railroads want to spend even more money on capital improvements, said Loomis—and "tight car supplies and future traffic prospects justify this."

"And we would," he added, "if we could report that total revenues and net earnings were reaching records. But they aren't. In fact, in order to carry more in this rough-and-tumble competitive era, railroads are charging less. And while this has shaved railroad income, it is resulting in one of the most encouraging trends in transportation as far as you shippers and the entire nation are concerned.

"I refer to the continuing downtrend in average railroad charges per ton-mile of freight service. At a current 1¼ cents for the average ton carried a mile, this is now 14% below the 1958 level of nearly 1½ cents and is now back down to roughly the same amount as in 1948—despite increases in the government's Consumer Price Index of 9% since 1958 and 30% since 1948.

"It is obvious that the more efficient railroad transportation can become and the more traffic we can shoulder, the more railroads can contribute toward holding the cost line in all of American industry. Here is a powerful counter-inflationary force working to the benefit of shippers and consumers everywhere."

Loomis cited another reason why railroad earnings continue to represent a return of only slightly more than 3% on net investment: "The continuing records being set in the railroad employee's average earnings."

Average employee earnings, he said, will amount to about $7,400 this year—"nearly 5% more than last year, 57% better than 10 years ago and almost double that of 15 years ago."

"While employees are entitled to good wages and other benefits insofar as the industry can afford to provide them," said the AAR chief, "this inexorable up-pressure on operating costs makes it imperative that outmoded positions continue to be phased out and that productivity be boosted all along the line. There is simply no other way toward better worker incomes and higher living standards.

"Even though loud opposition continues in some quarters, we believe most union officials understand these facts and support this essential approach—which, indeed, could even lead to more jobs as railroads further develop their

(*Continued on page* 31)

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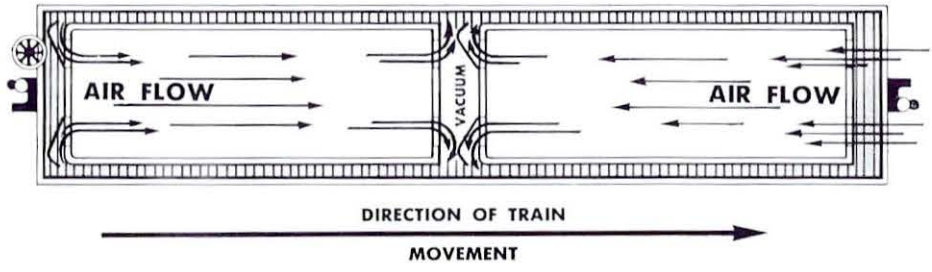

A special front bulkhead was designed to provide control of air flow over or through the load of melons for rapid removal of field heat. Rain deflectors on the rear vent doors, necessary to prevent wetting other cargoes, could be swung away when hauling melons, for unobstructed, high-volume ventilation.

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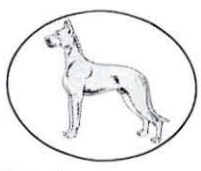

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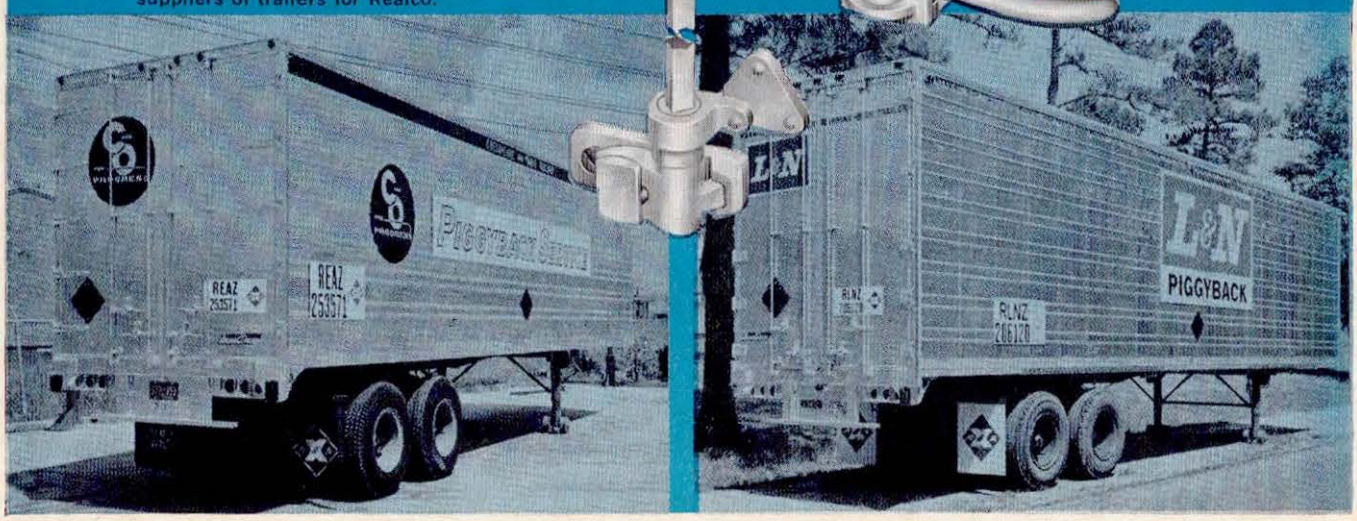
Eberhard is privileged to supply the quality made, "Anti-Rack" door locks with gravity hold down and other desirable design and operational features; service tested and service proved. Locks are shown on Realco trailers illustrated below.

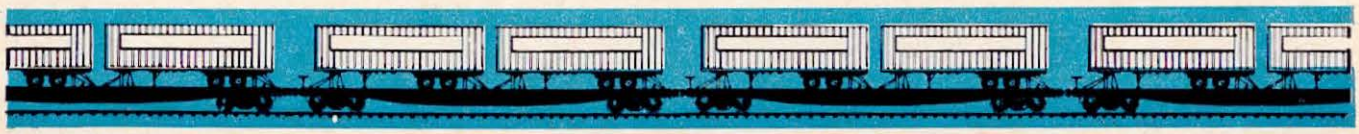
We invite your inquires about No. 8029 and other Ⓔlocks specifically designed to meet the vigors of Piggyback container operations.

The two new Realco leased Piggyback trailers illustrated below were made by Great Dane Trailers of Savannah, Georgia, one of several suppliers of trailers for Realco.

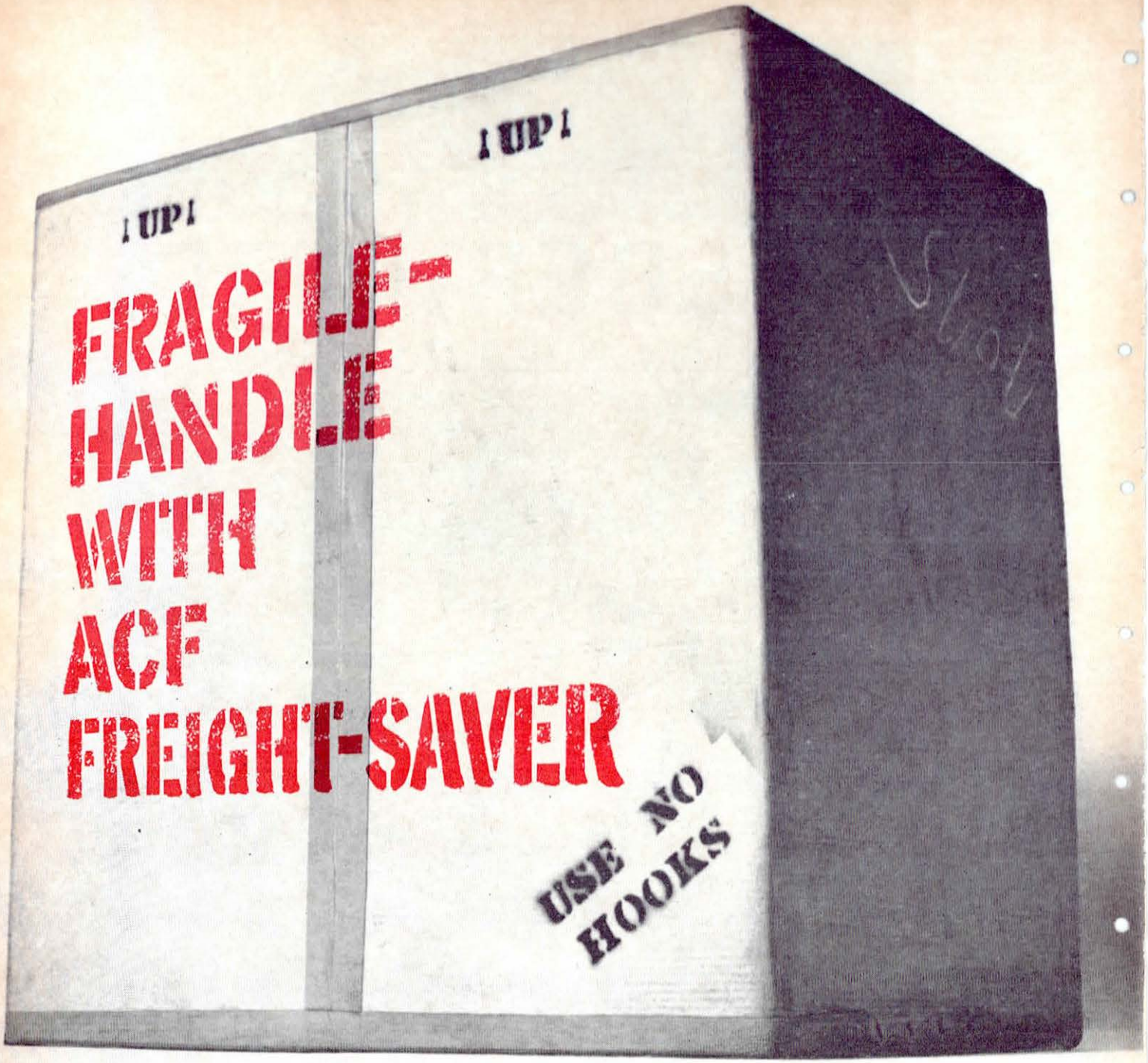


EBERHARD MFG. CO. *DIVISION OF THE EASTERN COMPANY*

2734 TENNYSON ROAD
CLEVELAND, OHIO 44104



LOCKS AND HARDWARE FOR THE TRANSPORTATION INDUSTRY



From complex machinery to glassware to radios, you can count on better protection for your ladings with ACF Freight-Saver™ hydraulic-pneumatic cushioning units.

Freight-Saver units have no springs, few moving parts. Air pressure is used to soak up shocks and recenter impact after impact. Result? An attested record of rugged, trouble-free performance with very little maintenance. And if friction between the fixed and sliding sill develops, it's simple to adjust the air pressure.

ACF Freight-Saver units provide a payload bonus, too. Without the price penalty you pay for lighter-weight cars. New Freight-Savers with 20" travel save up to 2000 lbs. as installed, compared with competitive systems.

So if it's fragile, or even if it's not, handle it with Freight-Saver to cut down damage claims. (Thirty-one railroads do, on thousands of freight cars.)

For details contact American Car & Foundry Division, ACF Industries, Incorporated, St. Charles, Missouri 63301, or our sales offices in Chicago, Philadelphia, St. Louis, San Francisco, Washington, D.C.

acf

ACF INDUSTRIES

Now Dura-Wood has the facts you need on freight car floors

Research at Lehigh University produces long-sought answers to flooring questions

What load limits for laminated wood floors?
How thick a floor for what weights?
What type of underframing?
What spacing for underframe components?

For years there has been a "knowledge gap" on the ultimate performance of laminated wood decking in freight cars. Now new facts are available. The gap has been filled by definitive research in the engineering laboratory of a leading university.

Wheel loads up to 82,500 pounds—Dura-Wood strength surpassed even the most optimistic estimates. In *actual* tests (not just mathematical calculations), Dura-Wood supported up to 82,500 pounds* in lift truck wheel loads—far more than normal 60,000 to 70,000-pound axle load maximums. These tests were among the most comprehensive ever made on laminated wood flooring for freight cars—the first using a simulated boxcar section with standard underframing.

Tests conformed to A.A.R. design—Construction of test frames and decking conformed to Freight Car Design recommended by the Association of American Railroads. Tests were observed by representatives of American Car & Foundry Division, ACF Industries, Incorporated, and Pullman-Standard.

**Ultimate wheel load breaking point of 2-3/8" Dura-Wood with 3"I 7.5 stringers.*

Send coupon for test summary

Bruce Dura-Wood

LAMINATED EDGE-GRAIN FREIGHT CAR FLOORING

BRUCE®

A product of E. L. Bruce Co.
World's largest maker of hardwood floors

E. L. Bruce Co.
1662 Thomas St., Memphis, Tenn. 38107

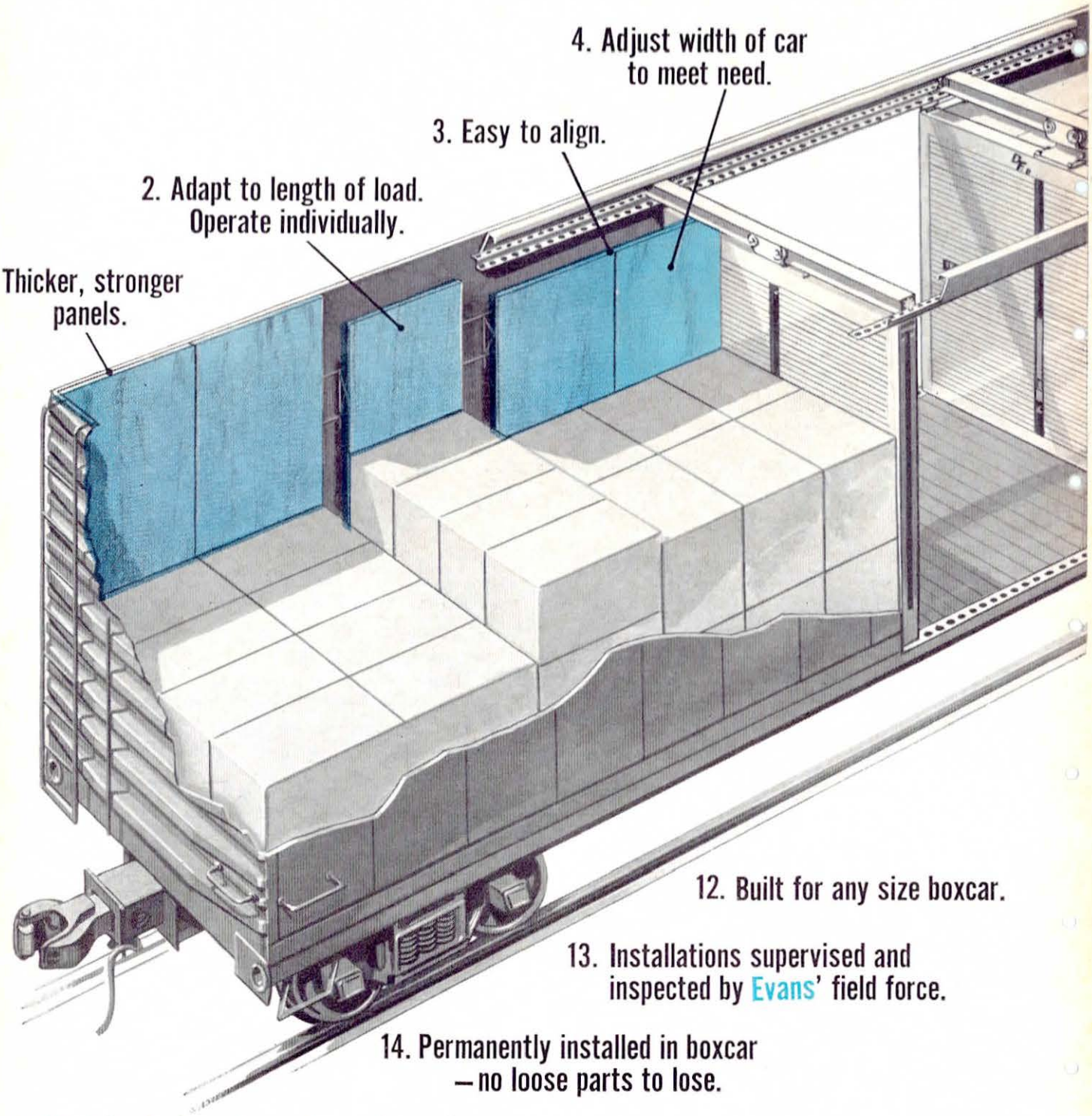
Please send summary of test results on Dura-Wood freight car decking.

Name_____

Company_____

Address_____

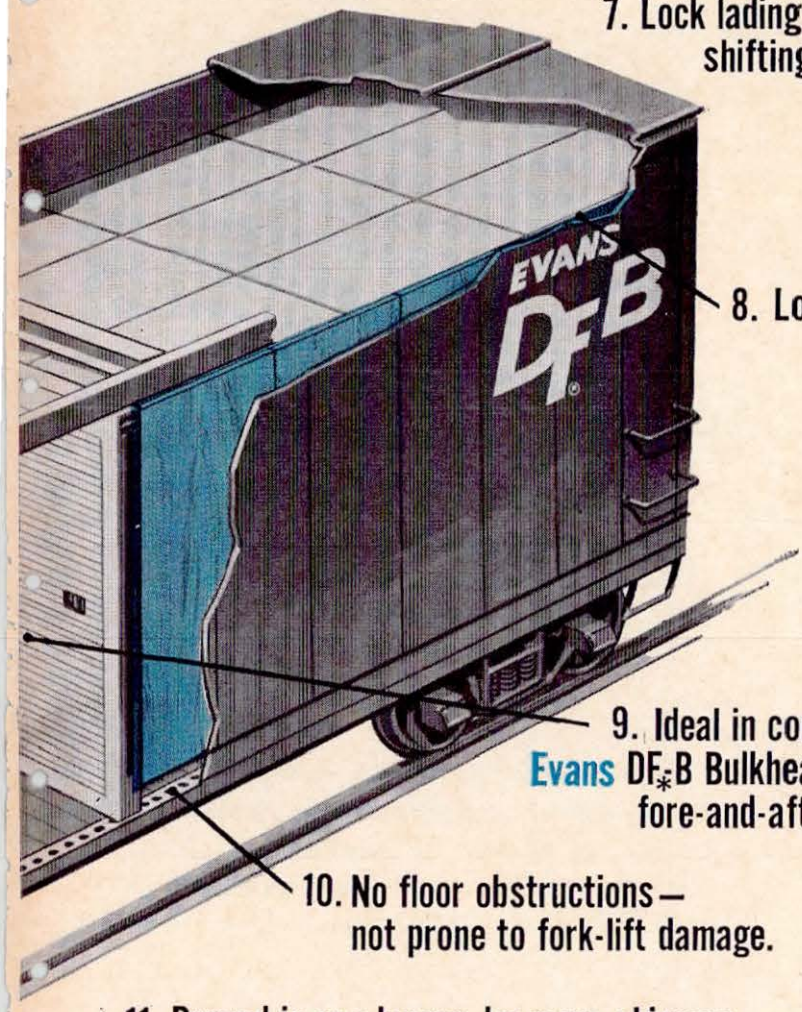
15 REASONS WHY EVANS SIDEWALL FILLERS


5. Easy to operate.
4. Adjust width of car to meet need.
3. Easy to align.
2. Adapt to length of load. Operate individually.
1. Thicker, stronger panels.
12. Built for any size boxcar.
13. Installations supervised and inspected by Evans' field force.
14. Permanently installed in boxcar — no loose parts to lose.
15. Individual panels can be positioned after load is in place, and retracted prior to unloading.

OUTSELL ALL OTHERS 6 TO 1

6. No dunnage needed.

7. Lock lading . . . prevent shifting of load.



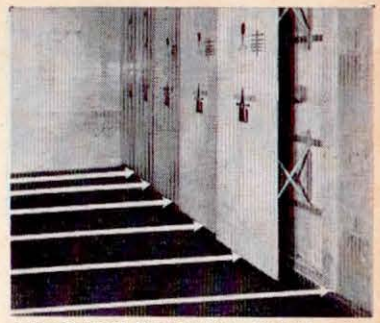
8. Lock flush against wall when not needed.

Shown at right are some of Evans side-fillers to meet a variety of shipper needs.

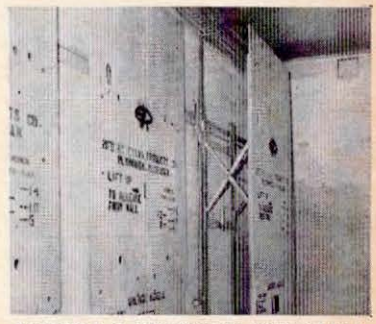
9. Ideal in combination with Evans DF-B Bulkheads which prevent fore-and-aft movement.

10. No floor obstructions—not prone to fork-lift damage.

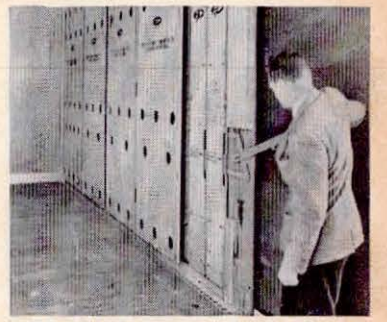
11. Proved in use longer, by more shippers, on more railroads, than any other make.



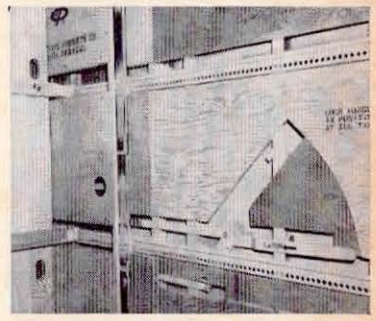
6-POSITION SIDEWALL FILLER grips load in 6 different positions as shown above. No obstructions at floor level.



SLIDING 6-POSITION SIDEWALL FILLER. Each panel slides fore and aft to accommodate odd size pallets.



FULL WALL SIDEWALL FILLER. Full length of each wall moves as one unit by one lever. Load first, position filler after end of car is loaded.



FULL WALL SIDEWALL FILLER PLUS DF-2 CROSS MEMBERS for faster, easier intra-city loading.

PORTABLE SIDE FILLER to prevent side shift in doorway area.

Another example of Evans leadership in the damage prevention field

Evans Sidewall Fillers lead the industry in providing positive, money-saving protection of packaged and unitized loads. They maintain stability and prevent damage due to side-sway. They maintain pallet pattern and prevent loads from collapsing in side voids. By keeping load pattern stable, they assure easy unloading.

Compare and see why railroads and shippers prefer Evans Sidewall Fillers to all other makes.

*Reg. T.M. of Evans Products Company

evans

TRANSPORTATION EQUIPMENT DIVISION

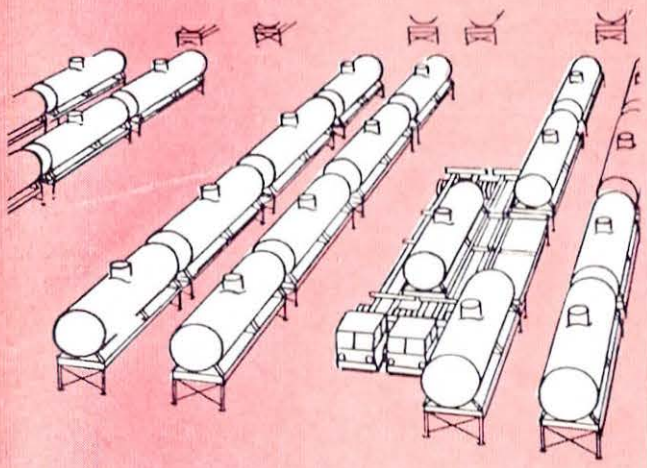
EVANS PRODUCTS COMPANY PLYMOUTH MICHIGAN

Plymouth, Michigan, Canadian Rep., International Equip. Co., Montreal

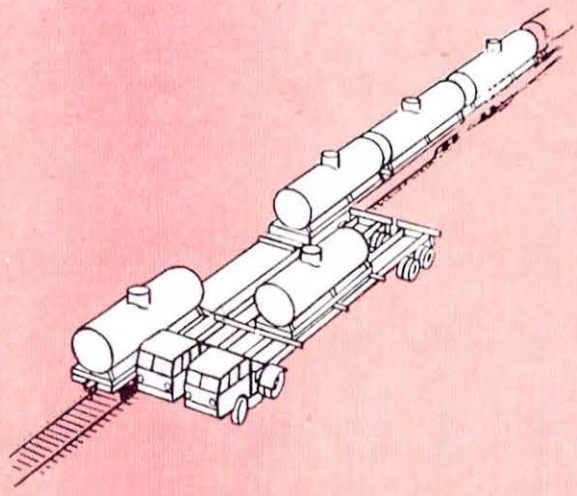
4 New Ideas For Rail-to-Truck

WITH THE COMPLETELY MOBILE AND

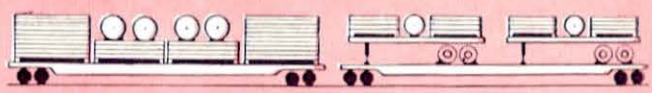
1 DRY BULK CHEMICALS OR CEMENT HANDLING



■ Mobile container storage terminals move to follow markets . . . replace expensive fixed terminals . . . reduce operating and trailer delivery costs. 20 ft. containers stored on metal racks eliminate dust and contamination problems . . . containers can be delivered to job site and left or be blower unloaded.

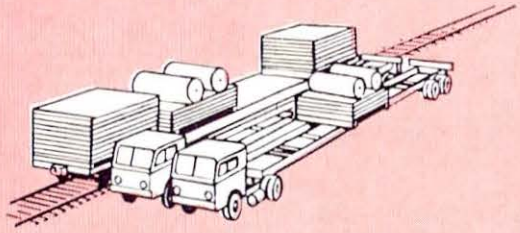


2 75% BIGGER PAYLOADS ON STEEL SHIPMENTS OVER PIGGYBACK

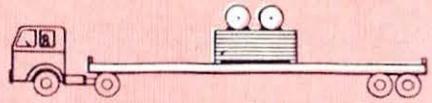


SIDE-LODER PLATFORM CONTAINERS	PIGGYBACK TRAILER
140,000 lb. PAYLOAD	**80,000 lb. PAYLOAD**

■ Steel coil, plate, heavy castings and other metal forms shipped on platform containers permit 75% increase in 70-ton rail car payloads plus 40% reduction in handling equipment costs.



Low-Cost Delivery on Frame Trailer

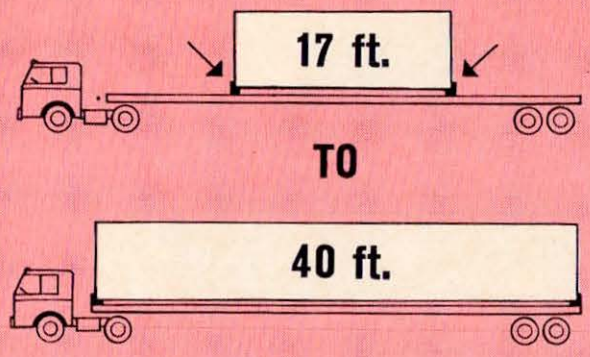


Write Today For Free Brochure

Containerized Cargo Handling

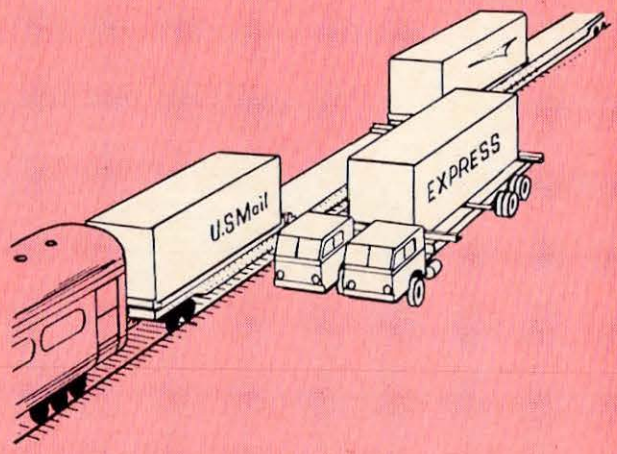
VERSATILE DEMPSTER SIDE-LODER

3 MARINE-RAIL CONTAINER SHIPMENT



■ 17′, 20′, 24′, 30′ 35′, 40′ or any size in between containers handled without modification thanks to the adjustable end bolsters on the Side-Loder and delivery trailer, and detachable hook bars for temporary use on the containers.

4 LCL FREIGHT, MAIL OR EXPRESS HANDLING



■ Transfers containers during passenger train stop without uncoupling and car switching. Major savings over present terminal handling charges would amortize Side-Loder, tractors, trailers, containers and rail cars in 18 MONTHS!

FREE ECONOMIC ANALYSIS WITHOUT OBLIGATION

■ If you are interested in lowering capital investment and operating costs, Side-Loder containerization may hold the answer for you.

Without cost or obligation of any kind, a Dempster transportation consultant will prepare an economic analysis comparing Side-Loder costs, with those of your present methods.

Frequently, savings in storage, handling, warehousing and other unsuspected areas will result from these surveys and analyses.

Write today for information on this free service Dept. RA-10

ONE OF THE DEMPSTER DUMPSTER® Systems

SIDE-LODER®

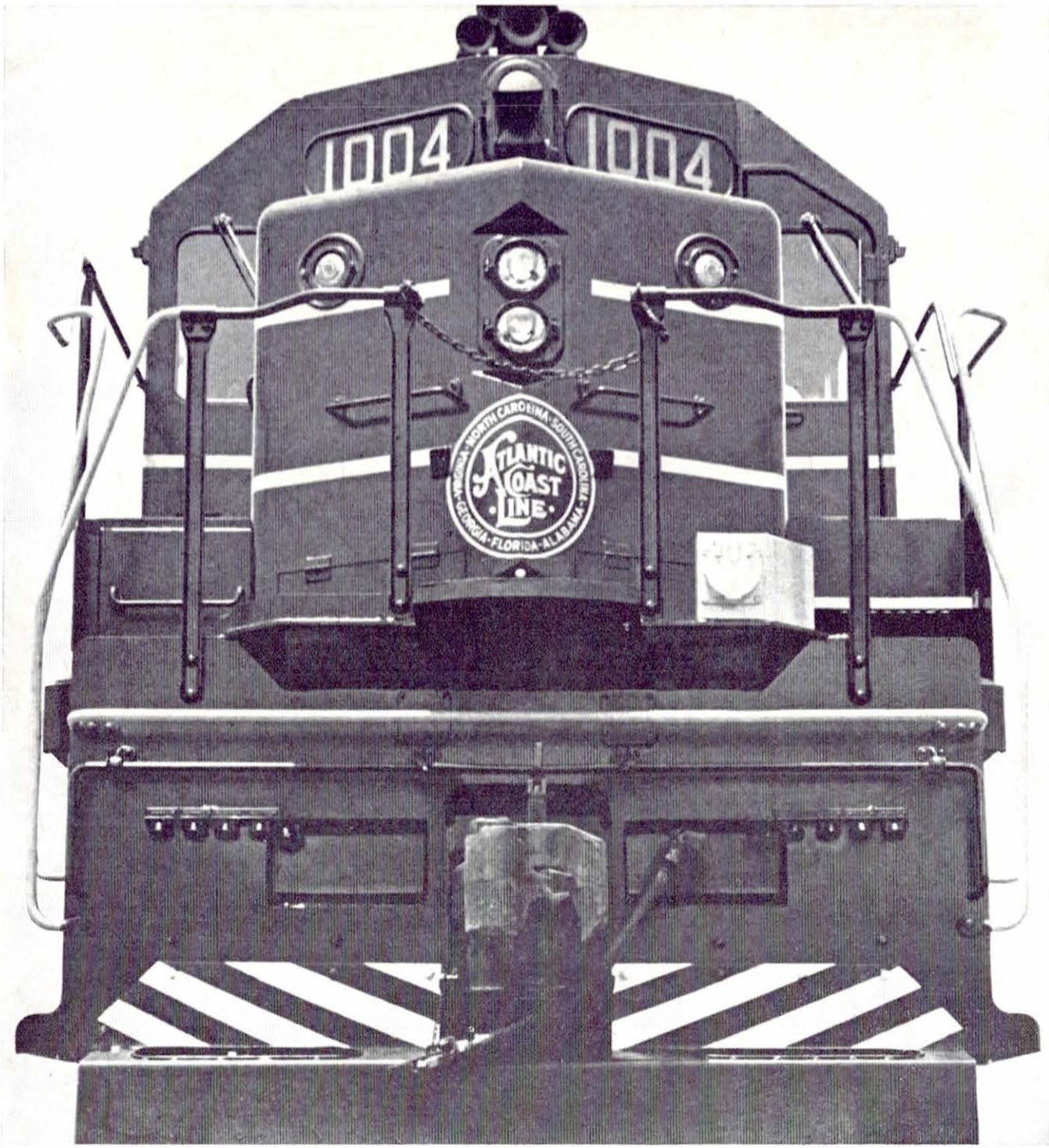
► DEMPSTER BROTHERS, Inc., Dept. RA-10, Knoxville 17, Tennessee

WE'VE BEEN WORKING ON THE RAILROAD

Take, for example, our own revolution in motive power. Last year Coast Line made railroad history by being first to order a new series of six-axle, six-motor freight locomotives—the most powerful single-engine diesels ever built. We have 29 in service now; 27 more for delivery by year's end. A total of 145,150 h.p. A total investment of $14 million. Result: Longer trains. Faster schedules. Greater tractive power. Fewer locomotives required per train. Who says today's railroads are slow to make the grade. Not us. We've been working on our railroad.

ATLANTIC COAST LINE RAILROAD

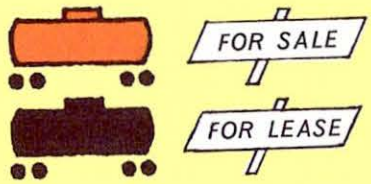
"Thanks for Using Coast Line"



TANK CARMANSHIP

A game of skill and chance

UNION TANK CAR COMPANY



JUST SELECT
TANK CAR OF YOUR CHOICE
AND FOLLOW THE TRACK.

Continued inside ➡

TANK CARMANSHIP

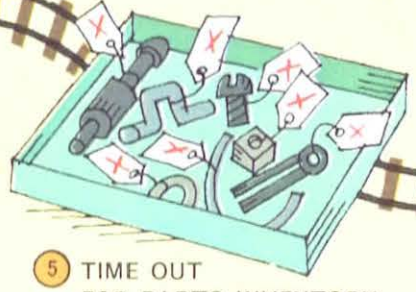
A game of skill and chance

UNION TANK CAR COMPANY

4 MAINTENANCE OR EMERGENCY REPAIR REQUIRED

Wait six weeks for appointment at contract repair shop.

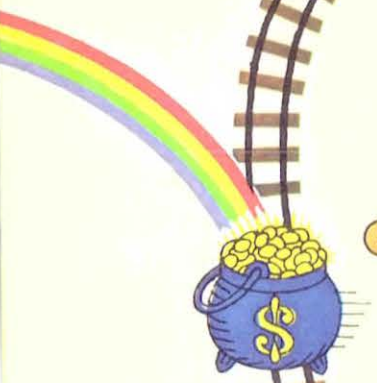
Call UTLX. We have 24 expertly staffed, fully equipped repair points. One is near you.



5 TIME OUT FOR PARTS INVENTORY

Why worry? Sometimes obsolescence and shrinkage are only 15% a year.

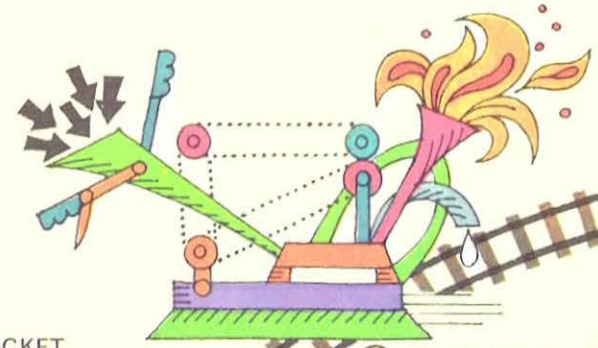
What parts inventory?



3 INVESTMENT OPPORTUNITY APPEARS

Too bad. Your funds are all tied up in tank cars, tools, shops, and parts.

Grab it.



2 INSURANCE COSTS SKYROCKET

Groan and pay added cost.

We groan. You pay nothing extra.

9 FANTASTIC NEW INVENTION FOR YOUR INDUSTRY IS ON THE MARKET

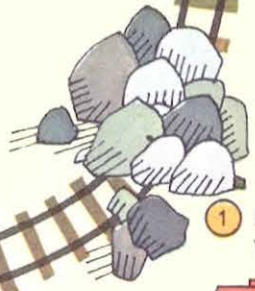
Cash all tied up in tank cars? Talk to Union Tank about a sale and lease back.

Buy one.

10 LABOR UNION REPRESENTATIVE PHONES

Snarl quietly, but arrange to negotiate annual wage increases for your tank car mechanics.

Tell him he has the wrong number.



1 ROCK SLIDE SMASHES YOUR TANK CAR

Cough up cash for necessary repairs.

Call UTLX, pay nothing.

(Chicago phone: 431-3111)

7 STATE PROPERTY TAX AUDITORS ARRIVE

Too bad your new administrative assistant is on vacation during their two week visit. Perhaps the legal department can help. Or the tax man.

Smile and direct them to our general offices.
III W. Jackson Blvd., Chicago, Ill. 60604.

6 CHANCE TO SAVE MONEY BY SHIPPING VIA FLYING TANK CAR

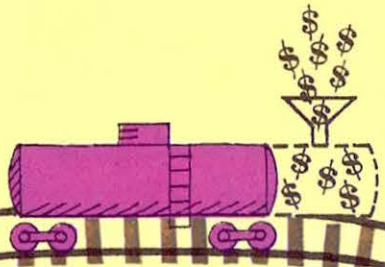
Pass it up, and hope your competitor's money is all tied up in a fleet. of obsolete tank cars, too.

Cash in on it.

8 COMPETITOR'S TRAFFIC MANAGER BUYS FLEET OF TANK CARS AND LOOKS LIKE TRANSPORTATION TYCOON AT THE CLUB

Follow suit. Shoot 132, spill two drinks, and buy a remedy for nervous stomach.

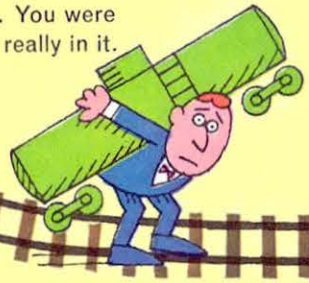
Smile knowingly, shoot 72, and look good at work. Let UTLX worry.



12 TIME TO GET OUT OF THE TANK CAR BUSINESS

Now if only you can find someone who wants your used tank cars . . .

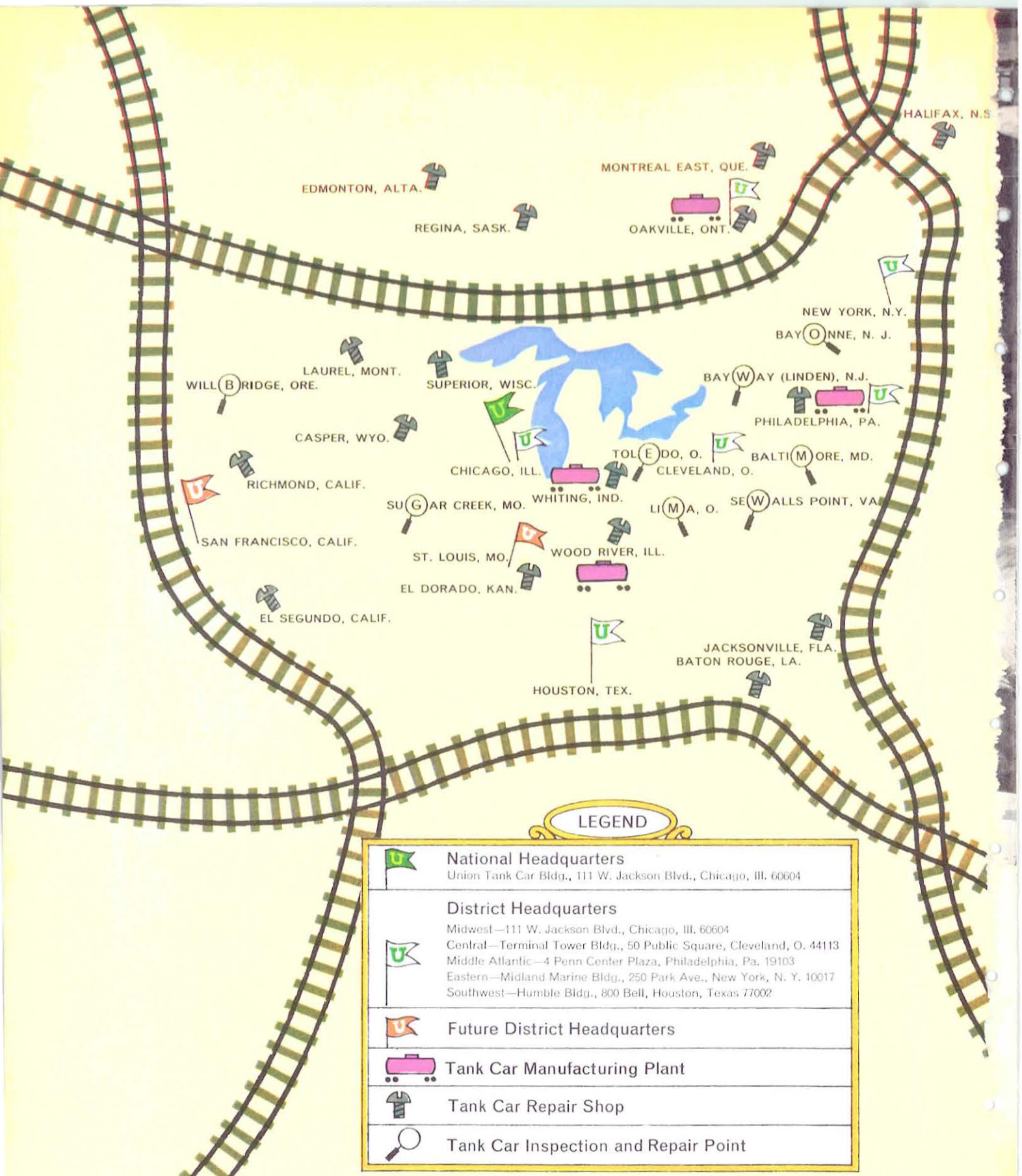
Relax. You were never really in it.



11 RAILROADS ANNOUNCE NEW JUMBO INCENTIVE RATES

Lucky you. Rates won't become effective for 30 days, which gives you a little time to look for a new job.

Call UTLX and replace your standard cars with new jumbos.



LEGEND

National Headquarters
Union Tank Car Bldg., 111 W. Jackson Blvd., Chicago, Ill. 60604

District Headquarters
Midwest—111 W. Jackson Blvd., Chicago, Ill. 60604
Central—Terminal Tower Bldg., 50 Public Square, Cleveland, O. 44113
Middle Atlantic—4 Penn Center Plaza, Philadelphia, Pa. 19103
Eastern—Midland Marine Bldg., 250 Park Ave., New York, N. Y. 10017
Southwest—Humble Bldg., 800 Bell, Houston, Texas 77002

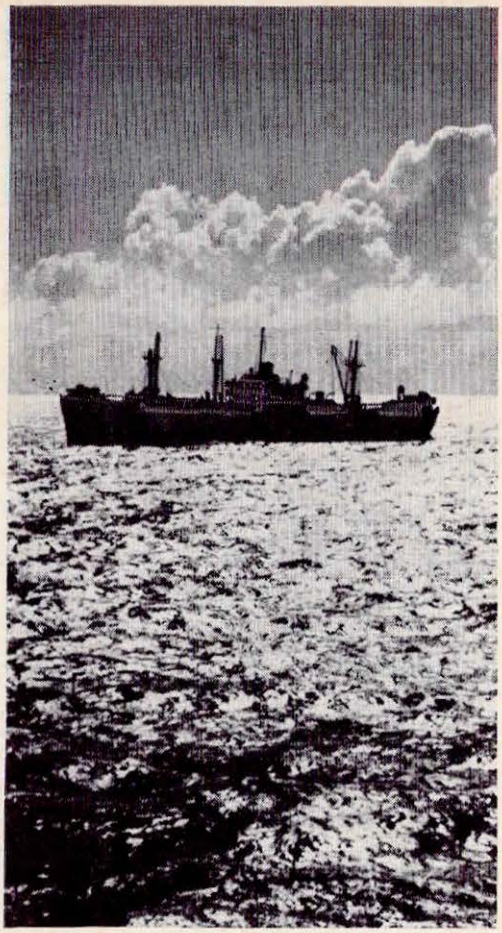
Future District Headquarters

Tank Car Manufacturing Plant

Tank Car Repair Shop

Tank Car Inspection and Repair Point

UNION TANK CAR COMPANY



We ship goods in and out of all the principal Gulf Coast ports...at about 60 knots

Let MISSOURI PACIFIC be your "port authority."

You may be surprised how much you can learn about ships and foreign commerce from us. That's because we have an active and efficient Foreign Freight Department.

Since we serve 12 Gulf Coast ports (plus the Laredo, Brownsville and El Paso gateways to Mexico) we naturally gather reams of data for importers and exporters.

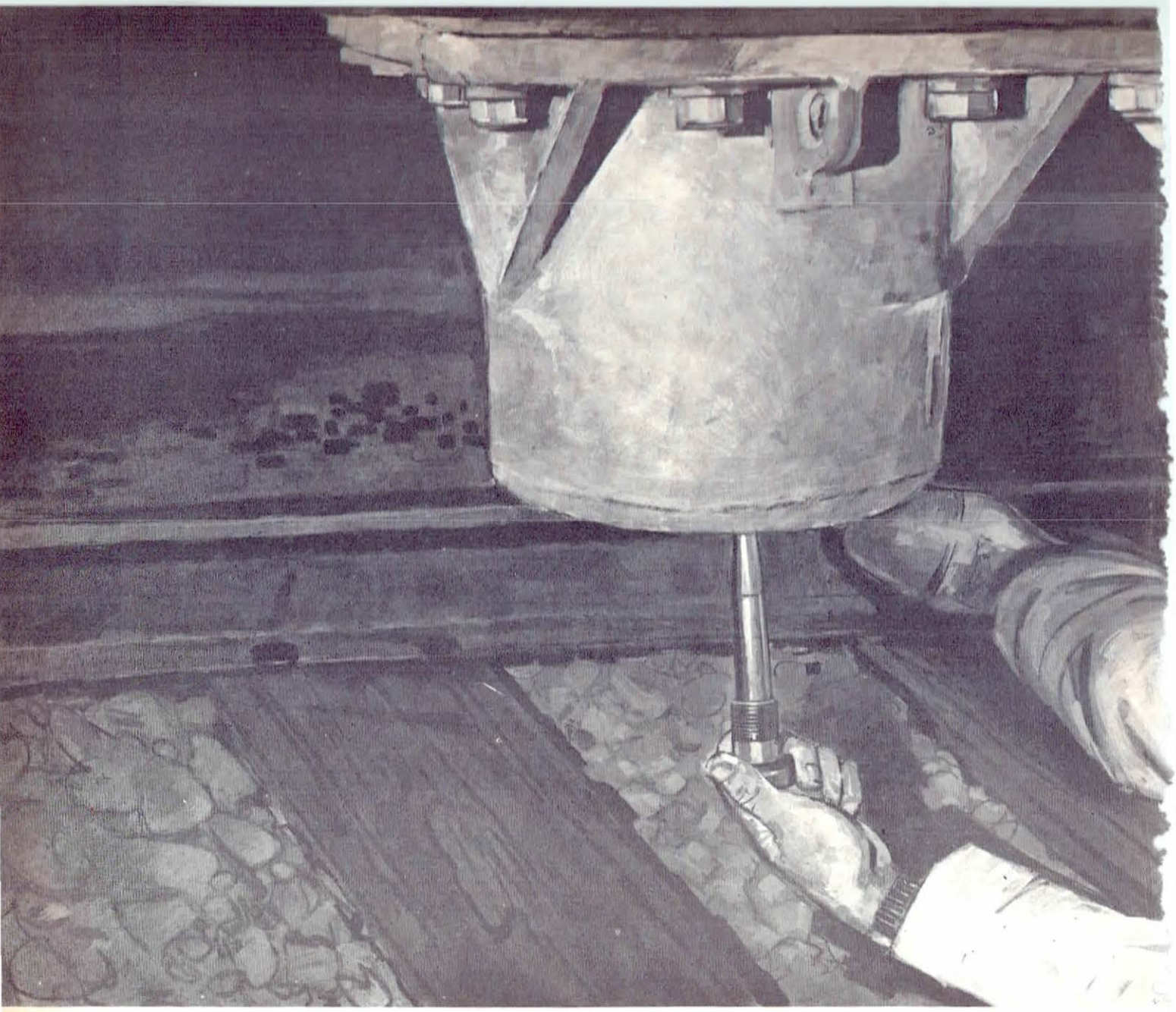
We can tell you that the Port of New Orleans can handle over 100 ships simultaneously, and that Beaumont has a 60-ton Clyde gantry... that Houston's fully automatic bulk unloading facility will handle 1,000 tons per hour... that Semarang and Surabaja are the best ports in Java... and that you can warehouse 1¼ million bales of cotton at Galveston.

We can give you the latest changes in custom regulations, ship schedules, tariffs, packing and labeling.

MOPAC has representatives in 97 cities throughout the U. S. at your beck and call.

MoPac serves ports of:
Baton Rouge, Beaumont, Brownsville, Corpus Christi, Freeport, Galveston, Houston, Lake Charles, New Orleans, Orange, Port Isabel, Texas City

MISSOURI PACIFIC
TEXAS & PACIFIC



ONLY HYDRA-CUSHION® UNDERFRAMES

DESIGN & DEVELOPMENT AWARD

". . . awarded in recognition of railway impact control and associated car design, with resulting benefits in reducing lading and rolling stock damage."

For development of Hydra-Cushion Underframes, the George R. Henderson annual medal was awarded by Franklin Institute to William K. MacCurdy, then of the Stanford Research Institute, and William E. Thomford, Southern Pacific Company.

When you want to convert 100-ton cars with 70-ton trucks to 100-ton cars with 100-ton trucks, the only conversion necessary in your Hydra-Cushion* Underframe is simple replacement of a metering pin costing less than 10 dollars! The award-winning Hydra-Cushion Underframe is the only cushioning device that offers this unique feature.

This is one of the many reasons why railroads and shippers have been specifying Hydra-Cushion Underframes for maximum cushioning protection for cars and lading since 1954.

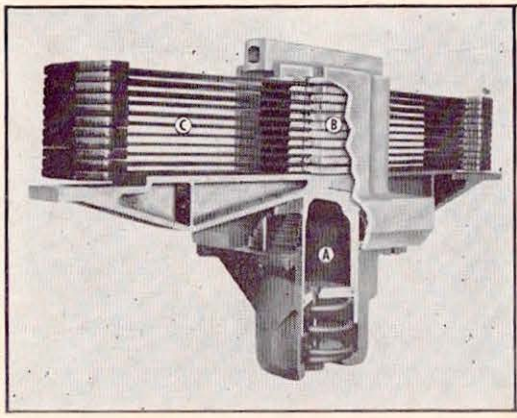
TM HYDRA-CUSHION® UNDERFRAMES

ONE MAN, ONE PIN, FIVE MINUTES . . . CONVERTS HYDRA-CUSHION® UNDERFRAMES!

OFFER THIS UNIQUE CONVERSION FEATURE!

Learn how Hydra-Cushion Underframes — America's leading car cushioning device — can protect your cars and the lading they carry. Write Hydra-Cushion Incorporated, Dept. M-10, 332 South Michigan Avenue, Chicago, Illinois, 60604; or 13101 Eckles Road, Plymouth, Michigan, 48170. Canadian Representative: International Equipment Company, Limited, Montreal.

*Reg. T.M. of Hydra-Cushion, Inc.



THIS COMBINATION MAKES THE BIG DIFFERENCE IN CAR CUSHIONING

The patented combination of hydraulic unit (A) and fixed and movable friction plates (B and C) in the Hydra-Cushion system multiplies the effect of oil pressure many times—obtaining maximum cushioning with low hydraulic pressures and avoiding the maintenance problems characteristic of high pressure systems. Its upright cylinder reduces possibility of oil dripping, and its short-travel reduces possibility of seal wear inherent in long-travel cylinders. Hydra-Cushion design minimizes curvature problems, coupling difficulties, and undesirable overhang.

MORE CARRIERS OWN CARS EQUIPPED WITH HYDRA-CUSHION UNDERFRAMES THAN ANY OTHER MODERN CUSHIONING DEVICE:

American Refrigerator Transit Co. • Atchison, Topeka & Santa Fe • Atlantic Coast Line • Baltimore & Ohio • Bangor & Aroostook • Canadian National • Canadian Pacific • Chesapeake & Ohio • Chicago & Eastern Illinois • Chicago, Burlington & Quincy • Chicago Freight Car Leasing • Chicago, Milwaukee, St. Paul & Pacific • Chicago, Rock Island & Pacific • Chicago, South Shore & South Bend • Clinchfield • Denver & Rio Grande Western • Detroit & Toledo Shore Line • Erie-Lackawanna • Evans Products Co. • Florida East Coast • Fruit Growers Express • Grand Trunk Western • Great Northern • Gulf, Mobile & Ohio • Linde Air Products • Louisville & Nashville • Maine Central • Missouri-Illinois • Missouri-Kansas-Texas • Missouri Pacific • New York Central • New York, Chicago & St. Louis • Norfolk & Western • North American Car • Chicago & North Western • NITX • Northern Pacific • Pacific Fruit Express • Pennsylvania • Pittsburgh & Lake Erie • Richmond, Fredericksburg & Potomac • St. Louis-San Francisco • St. Louis-Southwestern • Seaboard Airline • Soo Line • Southern • Southern Pacific • Texas & Pacific • U. S. Navy • Wabash • Western Fruit Express • Western Pacific • Green Bay & Western • Burlington Refrigerator Express

Santa Fe is the PIGGY-BACK Way

Si! Si! Chico. Piggy-Back is one of Santa Fe's fastest growing services because it gives shippers railroad dependability, plus the convenience of door-to-door delivery by truck.

Santa Fe's Piggy-Back fleet of trailers can handle almost any kind of freight. 1235 trailers are now serving Piggy-Back shippers and more trailers are being added.

Now 89 Piggy-Back Centers and ramps are strategically located along the Santa Fe to make this service available to or from almost any Santa Fe-served community. In connection with the plans of Piggy-Back operation, shippers hundreds of miles from our tracks can have Santa Fe trailers move to and from the door of their plants or warehouses.

Your nearest Santa Fe representative can give you all the facts about our fast-moving Piggy-Back service.

SANTA FE GOES ALL THE WAY TO HELP SHIPPERS

Santa Fe's Piggy-Back Fleet includes these types of vans:

Insulated vans to protect special commodities.

Refrigerated vans for perishable and frozen foods.

Open-top vans for overhead loading of commodities requiring weather protection. Removable sides permit use as flat bed.

Flat bed trailers for machinery, and other large heavy shipments.

Expandable flat bed trailers for loads of unusual length.

Large fleet of standard closed vans for general types of traffic.

RAILROADING AFTER HOURS WITH JIM LYNE

LYNE

WHO HAULS THE FOOD?—The Census Bureau's recent report (a part of its 1963 transportation census) has come out with some encouraging figures on the extent to which railroads are holding on to the movement of food products (not including meat and dairy products).

Not counting local-area shipments, the tonnage moved went 59% by rail, 23% by for-hire truck and private trucks got the remainder. On a ton-mile basis the railroad ratio was even better—75% of the total—while for-hire trucks got 17% and the rest moved by private trucks.

As would be expected, the trucks got the bulk of the short-haul and small-sized shipments, while railroads were "the prime carriers of shipments over 40,000 lb."

There was a wide variation in the railroads' share of the tonnage between different regions. For example, the railroads got 69% of the tonnage originated in East South Central states and only 32% of that originating in New England.

This country has waited a long time for authentic information on the division of traffic between modes; and the data now available, so far surveyed, are only a fraction of the significant figures needed. Probably, the intensification of Census Bureau effort to collect and disseminate this important information depends on the degree of interest that carriers and shippers show in making use of these reports.

ANOTHER JOB FOR CENSUS?—It is an observable fact that common carrier service is less widely available than it was a generation ago—for freight (especially small shipments), as well as passengers. But how much, precisely, has the shrinkage been—and how much harm does it do to a community to have to depend entirely on do-it-yourself transportation?

There is frequent community action to preserve or extend service by feeder airlines—by political effort to increase governmental aid to them, or to give them more postal business. But activity to preserve railroad service seldom follows the pattern of inducing them to continue service, by making it profitable for them to do so.

There are certainly a large number of middle-sized towns that have no common-carrier passenger service—even by bus. And common-carrier freight service is frequently lacking too. Any harm to these places by this deprivation?

Isn't there need for an objective nation-wide survey of common-carrier service—to find out where it exists and does not, and what the observable facts are as to its usefulness where it exists; or the disadvantage of its absence? The Census people have developed sampling methods which should be able to collect such information at relatively modest expense. Isn't this a phase of transportation which needs more looking into?

Such figures, of course, need to be as nearly "real-time" (i.e., up-to-date) as possible—to be of maximum usefulness.

RAILROAD HISTORIES—This seems to be the season for railroad histories. Three have appeared in as many months. First among them was Professor Richard Overton's "Burlington Route" (RA, Aug. 30, p. 60)—on which the author worked for some 25 years, producing probably the most comprehensive history ever written of an individual railroad.

Then came the handsome pictorial book on "C&NW Steam Power" by Charles T. Knudsen (RA, Oct. 4, p. 37). And now there is "Steel Rails to the Sunrise"—an illustrated history of the Long Island Rail Road (published by Duell, Sloane & Pearce, N.Y.—authors being Ron Ziel and George H. Foster).

To the Long Island may accurately be applied the overworked label "unique." Predominantly a passenger line, the L.I. seems to be on the verge of a take-over by the state—not because of enthusiasm for government ownership, but because the railroad is indispensable to the community, it not being possible to build enough highways to handle its traffic; and the probability that trying to collect fully compensatory fares from present passengers would probably not succeed.

Like most early railroads, the present company represents a merger of many local lines, and was undoubtedly the originator of "piggyback" (moving horse-drawn wagons—without the horses, of course) from the eastern end of the island to western terminus at Long Island City—across the East River from New York City.

1965: Year of records

(*Continued from page* 12)

competitive potential and attract more traffic in the future."

● **Government's role.** Public policy-makers also have a role to play in the railroads' future, Loomis reminded his audience. "The whole nation," he declared, "must project its thinking about railroads onto a wholly new plane and drastically reshape public policies governing these vital carriers. Railroads will have to be placed on an equal cost and tax basis alongside other carriers, freed of senseless old restrictions over pricing and diversification with other forms of transport, and allowed to merge and radically restructure their vast plant, whose major contours were laid out well before the coming of wings and rubber wheels and pipelines."

● **'A bold new age.'** The giant steps railroads themselves are taking, coupled with a cooperative attitude on the part of union leaders and government, will add up to "a new age of railroading," said Loomis:

"Concentration of traffic on the most favorable rail routes will bring new heights of transportation economy and accelerated service. We will need to reduce terminal delays and expedite interline car exchanges as much as we have over-the-road operations, speed up car placement and loading and unloading, and overhaul our rate structure to reflect these new efficiencies.

Even the passenger train, suggested Loomis, may have a future rosier than recent experience has indicated. Conceding that "few would venture to guess where the passenger train is going in years to come," he noted the "encouraging awareness" in Washington of the role trains can play in efficient mass-transport.

● **Shipper sessions.** The Loomis address was a highlight of NASAB's 29th annual meeting (which will be more fully reported in the Nov. 1 issue). Business sessions were devoted principally to such topics of perennial shipper interest as LCL service, loss and damage, clean cars, and freight-car utilization and supply.

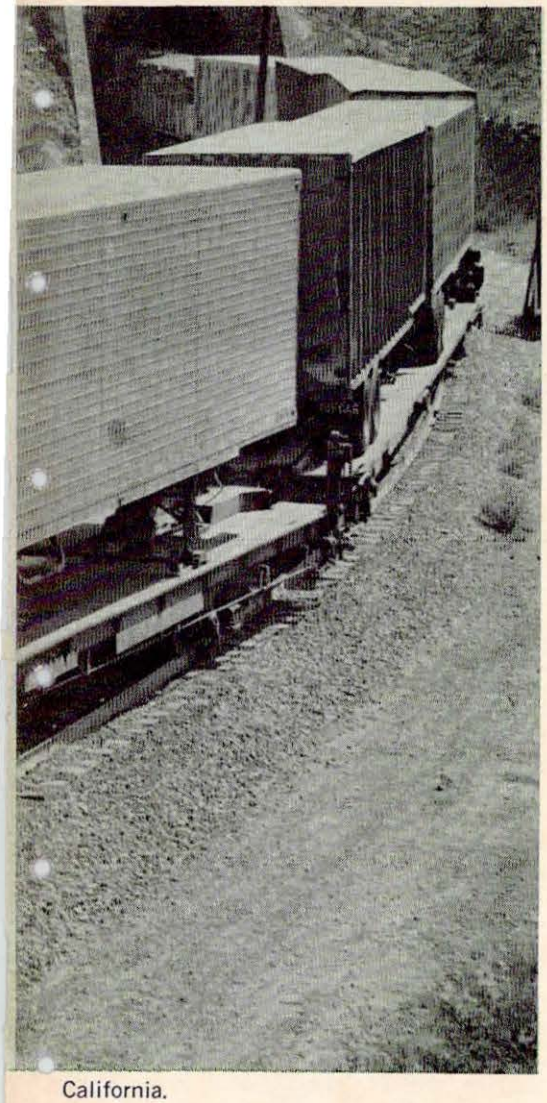
With reference to car supply, NASAB Vice President D. L. Koerber, while praising current capital spending programs, said that even they may not be adequate if Gross National Product and traffic rise as predicted over the next 20 years. He suggested that railroads must "boldly, dramatically and immediately develop and maintain a sustained program of carbuilding that will result in net gain at least equal to the 4% estimate annual growth in our mushrooming economy." ■

TOFC

PIGGYBACK TRAFFIC is shown here in an eastbound Santa Fe freight train rounding a curve and entering a tunnel near Caliente,

What's ahead for intermodal cooperation?

- **Piggyback continues to grow at an industrywide average of about 15% over last year**
- **The big question, as the experts see it, is: Where will tomorrow's growth come from?**



California.

Piggyback, obviously, is doing fine. Any service that can grow from practically nothing to an operation involving a million carloads a year in little more than 10 years has to be regarded as good, great, perhaps the greatest.

But, a good number of piggyback experts ask, where do we go from here?

Thus far, there are no signs that piggyback's popularity is tailing off. The rate of growth, industrywide, is being maintained at about 15% above 1964 levels, and some roads are doing much better: Louisville & Nashville and Rock Island, to name two, are experiencing TOFC growth well above the average.

● **What about tomorrow?** Still, the question remains: Where will tomorrow's growth come from? Some TOFC experts believe piggyback can keep going, at something like its present rate of growth, without any significant changes in services offered. Others think that the greatest potential lies in a greater degree of cooperation—or coordination— between piggyback railroads and other forms of transportation.

In recent days, new support has been added to the cooperation-coordination argument: Two western roads are planning extensions of TOFC service which can be used by motor carriers, forwarders, shippers.

On or about Dec. 1, Union Pacific will be in Plan I piggyback—in a move which UP says "could change transportation patterns across the United States." UP President Edd H. Bailey and Orrin H. Fraley, vice president of Consolidated Freightways and chairman of a motor-carriers' TOFC committee, broke the news in a joint statement. Agreements have been made, they said, for UP to handle truck trailers in piggyback service between UP's larger metropolitan terminals and from connecting railroads in the East.

● **Coast to coast.** Bailey and Fraley noted that under the new arrangement "truck trailers [will] move coast to coast by railroad piggyback." Other railroads, they added, offer Plan I service "in limited local areas."

Individually, UP's president and CF's vice president had good things to say about Plan I. Said Bailey: The agreement represents "a great step forward in giving shippers a coordinated service which involves a high degree of cooperation between the different modes of transportation.' Said Fraley: The plan "will provide the flexibility of motor-carrier operation coupled with the long-haul capability of the railroads."

(UP's Bailey also added that the move to Plan I should prove to be "extremely popular' and may call for greater investment in equipment and yard facilities and in the employment of additional manpower in some areas.)

● **Plan III expands.** While Union Pacific was committing itself to Plan I service, another western road—Rock Island — was planning to inaugurate another type of TOFC service, Plan III, which has also remained relatively rare in western territory (see p. 36).

But still the debate goes on: How much coordination, how much cooperation, can be justified? Not long ago, the Railway Systems and Management Association held a seminar on marketing in the railroad industry—and one of the main topics considered was this matter of intermodal cooperation.

RSMA referred to the topic as the "golden fleece in railroad marketing"—and two knowledgeable traffic men pretty well agreed that when a railroad finds the fleece, it had better check closely to make sure it's real gold.

Leo G. Hudson, Santa Fe assistant vice president-traffic, and R. J. Degnan, director-piggyback department for Chicago & North Western, both took a pragmatic approach.

● **The off-track problem.** Hudson noted first that "any discussion of railroad marketing must eventually come to grips with the problem of how to expand the market for railroad transportation beyond the existing spurs and side tracks into the areas and industrial locations into which tracks have not been extended."

With industrial decentralization—the move to the suburbs—established rail networks are being left behind, he pointed out, and markets for rail transportation are being lost.

But, while nobody can argue with the fact of what's happening, said Hudson, the matter of solving this problem provokes all sorts of discussion; "Obviously, it is not practical to extend existing tracks into those [outlying] areas and, therefore, the solution would seem to be in reaching the market by means other than railroad tracks."

Then the Santa Fe traffic officer got into the problem of definitions—cooperation, coordination: What do they mean? Cooperation, he pointed out, means the working together or association with others for mutual benefit—as railroads and motor carriers might work together "to their mutual benefit and to the benefit of the shipping public in performing a service that could not be performed individually and to tap markets that are denied by reason of geog-

raphy or inherent disadvantage, thereby increasing profits."

● **How about coordination?** Often, Hudson said, there's an overlapping of ideas in the meaning of coordination: In one sense, it's a matter of assigning each transport facility to the job it can do best; in another, it means use of joint services by two or more transportation agencies.

The purposes of cooperation, he said, are accepted—"but there is a wide divergence of opinion on how this should be accomplished." As for coordination, both possible meanings pose problems. If jobs are to be assigned to the most efficient, for example, how and by whom will it be done? And in the joint-use definition, is coordination really practicable?

From its beginnings, Hudson noted, the U.S. transportation system has been built on competition: "Cooperation with competition—and with a maintenance of that competition—is a difficult status to achieve."

In piggyback, he said, the most notable examples have been in Plans I and V—and neither of these plans enjoys universal approval. Plan I "has not been accepted by many of the railroads, while others have welcomed it. Those opposed are generally of the view that motor carriers would be benefitted and strengthened by rail handling of their traffic—and that any strengthening of motor carriers will operate to the overall disadvantage of rail carriers. Those railroads which accept motor-carrier traffic seem to feel that since the traffic is moving by truck anyway, the railroads might as well participate and secure the revenue that otherwise would be lost." Plan V, he indicated, doesn't provoke such spirited debate — but neither has it developed into a real force in piggyback.

● **Plan V pro and con.** In Plan V, Hudson said, "the motor carriers involved are generally small operators who have limited facilities and authorities, and there are certain advantages of working with a connecting railroad instead of a connecting motor carrier—such as the supply and availability of equipment. In any event, the coordinated service must be of benefit to the customer or there will be no patronage."

Santa Fe's traffic officer put it this way: "There are particular instances where such service is desirable and is superior to other existing service. But there can be no all-inclusive assumption that such service will be employed. It must be developed as situations warrant."

PIGGYBACK EXPANSION plans on the Union Pacific may call for greater investment in

'Competition has been the basis

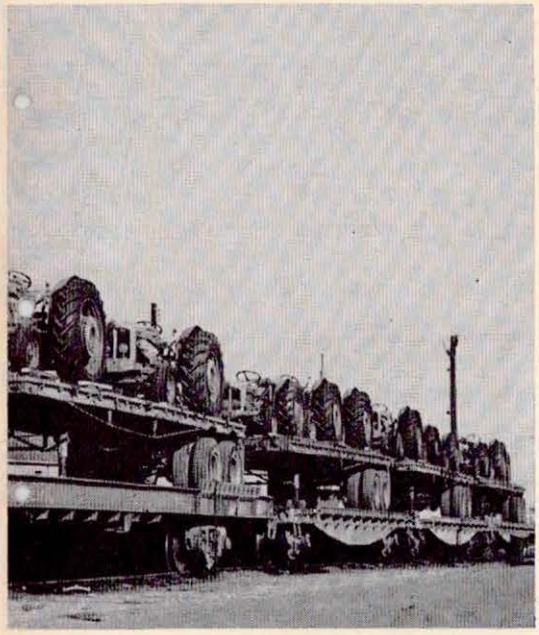
In general, Hudson summed up, both motor carriers and railroads prefer to work with their own: "Competition between the modes apparently is keeping Plan V operations to a minimum, and cooperation is evident only when mutual benefit accrues to the parties."

In contrast to the railroad-trucker situation, he added, there is the railroad-freight forwarder relationship—one which has, apparently, been of mutual benefit but one which still could have disadvantages if it were extended very far.

● **How far for coordination?** Hudson pointed out that in the switch from railroad to forwarder handling of LCL, "important revenue has been secured from the forwarders and, no doubt, the railroads are much better off . . . but at the same time, there have been some rather basic disadvantages which could be attributed to the degree of cooperation now existing. For example, the responsibility for LCL tonnage has been transferred to the forwarders. Railroads have lost control of the market . . . and they have become dependent on others for the conduct of that segment of their business. Whether these things are actually disadvantages depends upon one's viewpoint, but it does show what can happen when cooperation is carried to such an extent."

LCL is an illustration. But it isn't Hudson's main concern. He defined it this way: "If the same degree of cooperation were to exist between other modes of transportation, I wonder if we would not see an immediate and startling decline in innovation . . . If the intense competition that exists today among the different modes had been replaced a number of years ago by an equal degree of cooperation, I wonder if the shipping public would now have the benefit of present technological advances and innovations in equipment, service and rates. Would the railroads have developed the multi-level automobile car, the 100-ton gondola, the 60- and 85-foot box cars, to name just a few equipment advances? Would Plan II, III and IV piggyback operations have been developed? . . . Would incentive-loading rates, multiple-car and trainload rates have been established? Would motor and water carriers have developed their facilities and services to their present degree of efficiency?

"Without competitive necessity, I believe transportation as we know it today would be far in the future, if it were ever achieved. Cooperation with other modes of transportation might well promote the growth of railroad markets—but because of the very nature of our free economy, such cooperation will be limited in scope and selective in application. Competition has been the cornerstone of our free-enterprise system, is the motivating force for



equipment and yard facilities

of our system'

change and offers a challenge for the future. Without it, the dynamic nature of our system would, I'm afraid, be reduced to lethargy—to the great loss of all."

● **Another opinion.** Chicago & North Western's piggyback director, Ray Degnan, takes a slightly different slant on coordination—but still a practical one. Degnan regards the transportation map of C&NW's territory as a "spaghetti bowl"—and, he told RSMA, "it would appear logical that such a tightly-knit system of competitively operated railroads would leave very little necessity or desire to work with barge lines, truck lines or steamship lines, due to a seeming over-dedication by our railroad forefathers to the serving of every hamlet throughout the Midwest. It would seem, too, that the highly competitive and complex rate structures plus the limiting factor of short line-haul mileages with high operating costs would require full-time dedication by railroad people to railroad operation and only railroad operation in this densely interlaced area. But quite the opposite is true on most of the lines in this area. On C&NW, certainly, 'thinking beyond the end of the rails' is an accepted policy."

● **A monster?** Degnan noted that "we frequently wonder whether we are creating a monster as we endorse, for example, Plan I or Plan V. We ask ourselves, also, do we have a greater allegiance to other rail carriers through our memberships in rate bureaus, our free interchange of equipment, our many programs of mutual assistance, or even affiliation through corporate structure? Is our obligation primarily one of maximum revenue contribution to our individual coffers? Or is the obligation even greater to our shipping public to improve or develop a 'total' transportation service, if this can be done, through intermodal coordination? Actually, we feel it is not any one of these alone, but a varying combination depending on circumstances. This is why we offer all five plans of piggyback, along with their confusing modifications."

North Western's piggyback man, like Hudson, recognizes that Plan I is not uniformly accepted. But, he said, "more and more lines are engaging in Plan I, probably because they feel the full potential of piggyback can be realized only if all roads provide all forms of piggyback service. On North Western, for example, we engage in Plan I and we find it is an area where railroads and truck lines can cooperate for the good of both and for the good of the public they serve. While it is true we are competitors, North Western fights just as hard for traffic with any other midwestern [rail] carrier as it does with any truck line. However, where we have common purposes, we cooperate with them—the rail carriers—and we are anxious to do the same with the truck lines."

● **'Profit' on LCL.** It's been C&NW's experience, he noted, that abandonment of LCL service turned a profit all around. When the railroad dropped LCL, "truckers . . . were glad to get it . . . and are making money hauling it. We feel now that much of this tonnage is moving via truck over C&NW in Plan I service. In this type of operation, everyone is benefitting."

Said Degnan, "it would follow, then, that whether or not a carrier endorses Plan I is more a matter of economics than of chauvinism."

As for Plan V, again there's controversy: Do rail carriers have an obligation to each other to confer on such traffic movements prior to establishing Plan V rates with motor carriers?

The answer on Plan V, Degnan contended, "must be tailor-made, depending on circumstances. On C&NW, we, as a matter of policy, confer with any line serving the territories that we are studying for piggyback movement — whether it works in Plan II, Plan V or any other plan. We have, to date, received concurrence or approval of the other line."

● **How about containers?** C&NW's piggyback director also touched on the subject that coordination advocates keep talking about—containerization. As he sees it, in the context of railroad-steamship coordination, there are obvious advantages for the water carrier —but "we cannot help but feel that some of these cost reductions at the ports reflect a cost increase to the inland carriers. At destination, if containers are not removed from the flat car, there is little problem or additional expense. If, however, it's required that the container be off-loaded from a car to a shipper's dock or to a flat bed truck, the terminal costs soar."

As one example, Degnan used the movement of imported canned goods from California to Chicago. The gross revenue per car "is approximately $1,132. Using the North Western as one example, our division of the revenue would make the handling of that container off the car prohibitive. Frankly, at present, while we watch the developments in this area and discuss them with many shippers, we are also very cautious about putting a glove to this type of service. We certainly envision the rapid development of this type of service and the perfection of this system—due to the attitude of shippers and steamship lines and, in many cases, government. We can foresee, in certain areas, unit-train movements of containers, and at a profit. However, we must tailor-make each particular movement on our particular line. We do not want to appear to be pessimistic—we feel that standardization is the watchword if we're to cut down costs."

● **Now—what?** So the debate goes. One major western road goes into Plan I. At the same time, one of the biggest eastern roads reports a decline in Plan I business. Another western carrier plans to get into Plan III, but few other roads seem to be jumping—now, at least—in the same direction.

Meanwhile, equipment manufacturers are trying to keep up with demand for existing designs—and develop new ones. One carbuilder has had several new models out on test; another keeps designing and re-designing, and finds that it might be better to wait just a bit before coming out with any significant change in TOFC equipment.

So that's piggyback-1965—the million-carload year, but not one notable for innovation. Money is being spent, for equipment, for new facilities. Money is being made, because more and more shippers are turning to piggyback. As for what's new? Not much. But wait 'til next year.

How three railroads solve TOFC problems

This is the million-carload year for piggyback—the first year in which TOFC carloadings will run into seven figures. But, perhaps ironically, it's also a year of piggyback refinement, not innovation.

Railway Age put the question "What's new?" to one of the industry's biggest operators in piggyback. And back came the answer: "Oh, we're not doing anything particularly sensational—we're just getting more flat cars, buying more trailers, getting more flat cars, buying more trailers . . ."

• **A few new moves.** That's the kind of year it's been. There have been a few new moves, on the part of individual roads— Union Pacific's decision to get into Plan I, for example, and Rock Island's planned entry into Plan III. By and large, however, railroads and carbuilders seem to be using 1965 to consolidate piggyback advances before plunging ahead in '66—with, probably, innovations in equipment and, possibly, a few changes in services offered.

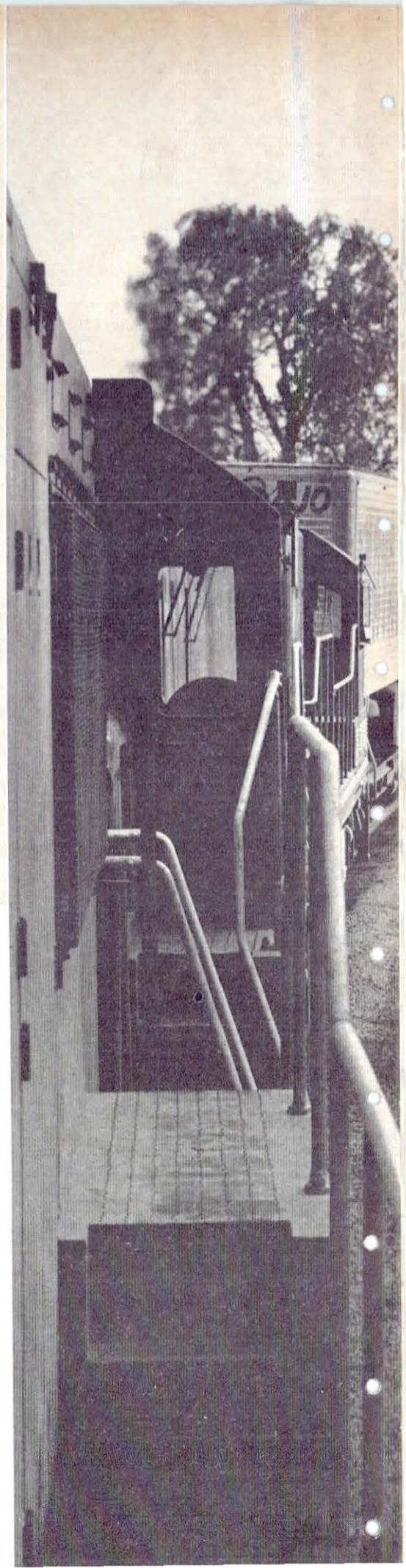
Actually, '65 has been a year for problem-solving— building up equipment supply, smoothing out and speeding up schedules, modifying piggyback sales efforts.

• **Plans from a trio.** Three roads which have taken advantage of '65 to firm up their positions in piggyback are Rock Island, Monon and Seaboard Air Line. Here's what they've done—and what they're doing:

—Rock Island is setting up a new kind of TOFC sales organization. It's going into Plan III. It's pushing ahead with a terminal-improvement program. And RI, along with other western roads, has speeded up eastbound piggyback schedules.

—Monon, faced with tough competitive problems in its territory, is promoting piggyback on a selective basis and trying to build up TOFC bridge traffic (on which there are no terminal costs to eat up the relatively modest revenues involved in a short-haul movement).

—Seaboard has speeded up its northbound TOFC schedules and streamlined operations to make sure the "Razorback" piggyback trains meet the faster schedules. Result: Business is picking up.



TOFC

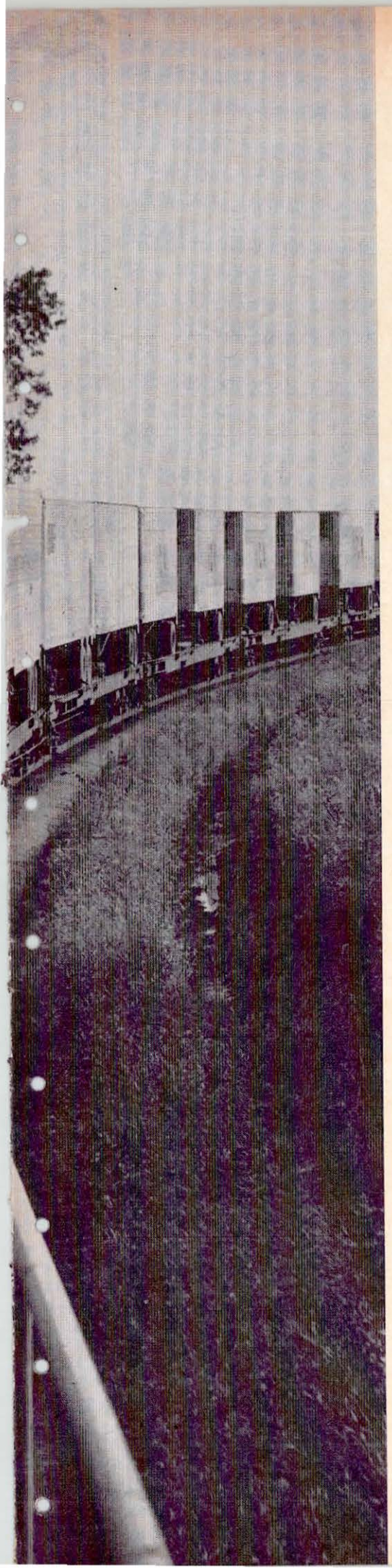
Rock Island aims at a 100% increase

The road's goal is to double its piggyback business in the next five years — and it has ideas about how it can be done.

Rock Island's on the rebound—and nowhere does the road's resurgence show more clearly than in piggyback.

A chart or graph on RI piggyback business over the past several years might be labeled "What a Difference a Year Makes." In 1964, the road could post only a 6.4% gain over '63. Its TOFC growth rate fell well below that of the industry as a whole. But thus far in 1965, RI piggyback is running 26% ahead of last year—and September showed a 42% increase over September 1964.

It's an impressive performance, a startling reversal of form—but so far



as Frank G. Sutherland is concerned, the 1965 TOFC record is just an indication of what can be done to boost piggyback traffic and revenues.

● **The new look.** Sutherland is part of the new management team developed by Chairman and President Jervis Langdon, Jr., after he came west from Baltimore & Ohio to put new life in RI. Until last July, Sutherland's name had never appeared on a railroad payroll; his career was trucking, beginning in 1940 and continuing unbroken until Langdon tapped him for Rock Island. Most recently, he had been vice president-national sales for Ryder System, Inc., in Miami. Now he's president of Rock Island Motor Transit and general manger of the railroad's piggyback services.

● **'Let's go.'** Sutherland and Rock Island haven't wasted any time in their efforts to pick up piggyback and get it growing again. Since mid-summer, RI has been moving:

—The TOFC organization went through a reorganization effective Oct. 1, and came out as the Trailer Service Department. Sutherland heads it up, and under him (on the sales side) are a manager-sales and service, a supervisor-marketing, a supervisor-customer services and, for the first time on RI, a regional piggyback sales staff. Also in the organization now are a manager-operations, an equipment-control supervisor and several other assistants handling the operational aspects of the service.

—Before long, Rock Island will be opening up Plan III piggyback, a type of TOFC which has had no great popularity in the West but one in which Sutherland sees great potential.

—Just last Monday, Rock Island's executive committee approved a $1.3-million improvement program for the road's 12th Street piggyback terminal in Chicago. When the job is completed next summer, RI expects to have the facilities to go with what Sutherland regards as probably the best terminal location in the city. Meanwhile, terminal improvement and expansion programs are moving ahead at such points as Dallas and St. Louis.

● **Late, but gaining.** Compared with some roads which got into TOFC operations early and kept the pressure on, Rock Island still trails in piggyback development. RI's first venture into the marrying of road and rail vehicles was a container system—which proved to be something less than a total success, largely because of the high costs then associated with terminal handling of the boxes. Trailer-on-flat-car operations began about seven years ago — and Rock Island has had some catching-up to do.

Still, there are encouraging factors in performance today—and Sutherland's projections of TOFC business are almost all on the bright side.

For 1965, for example, the road's piggyback revenues are expected to total about $12.5 million—or approximately 7% of gross freight revenues. Over the next five years, Sutherland thinks his road "will more than double our piggyback business." Eventually, he believes, TOFC revenues can amount to about 15% of RI's gross.

Reorganization of the TOFC sales force figures to give the road a big boost toward those goals. So does the inauguration of Plan III service.

● **How to sell?** The whole matter of how best to sell piggyback has been debated in the industry for years, with few really solid conclusions resulting. Some roads have made TOFC just one more element in the freight salesman's sales-kit; others have set up entirely separate piggyback sales forces. Success stories can be told regarding each approach—but Sutherland is convinced that Rock Island's purposes at present can best be served by a sales team specifically charged with the task of building TOFC business.

Key men in the new organization will be five regional piggyback sales managers, in Chicago, Denver, Dallas, St. Louis and New York. Their primary responsibilities: To maintain contact with present piggyback customers, to develop new business and to work with other Rock Island freight salesmen in promotion of TOFC.

There are, as Sutherland points out, a number of incentives available under such a system—and, therefore, there's little likelihood of any morale problems developing. First of all, the five regional piggyback managers were chosen with great care from the railroad's regular freight-sales force—and they were picked on a basis of their productivity in the TOFC area. This is one incentive: Performance pays off. In addition, Sutherland believes, the future growth of Rock Island piggyback business will serve as its own best advertisement to make all salesmen more piggy-back-conscious.

● **High hopes for '66.** Actually, Rock Island looks for 1966 to be its year of primary piggyback development —and the move into Plan III plays a big part in this thinking.

Generally, western roads have been reluctant to get into Plan III. Reasons vary—industry observers cite the relatively low rate on the plan and possible fears that Plan III might produce large-scale diversion of box-car traffic; and they note certain traffic imbalances which could bring on equipment-utilization problems.

Rock Island, however, believes the advantages outweigh the disadvantages. The revenue potential looks good; the road will be, in effect, opening up new

territory and removing a restriction on traffic flow; and, starting from scratch, it can perhaps minimize car- and trailer-utilization problems.

Sutherland puts it simply: "There's a tremendous potential in Plan III." (And the record would seem to back him up. One major piggybacking road, for instance, draws close to 80% of its piggyback revenues from Plan III; another in the same class finds Plan III accounting for more than two-thirds of the gross.)

● **Timing for Plan III.** At present, RI is planning to open up Plan III on-line and in conjunction with eastern and southeastern roads. Getting all the tariff details straightened out will take another three or four months. Then a sales job will have to be done, to acquaint Rock Island customers with the new service. And then, the road hopes, Plan III should really start to roll.

All these high hopes, however, will remain just that if the railroad doesn't have the equipment and the facilities to deliver what the salesmen promise. And RI is moving ahead on several fronts to keep its hardware even with its sales efforts.

With the tremendous growth of TOFC operations this year, there have been a few periods of tight equipment supply. But the "shortages"—if you can call them that—have lasted only a day or so. And RI points to two distinct plus factors—the continuing car-acquisition programs of Trailer Train and the railroad's own trailer-acquisition programs. One example: Equipment in shortest supply, usually, is mechanically refrigerated equipment—but RI will be taking delivery in November of 100 new reefer trailers. In addition, the road is keeping a watchful eye on trailer developments in the motor-carrier industry. Some day, the 45-foot highway trailer may become common, as state length restrictions are eased still further. But RI's more immediate concern is the swing to 26-foot trailers, which enables truckers to take advantage of multi-unit provisions of highway codes in some western states. The answer, for RI piggyback, will be to acquire flat cars equipped with four trailer hitches—so the cars will have the flexibility to handle two 40-foot units, three 26-foot units or one of each.

● **The view ahead.** What's ahead for piggyback, from a standpoint of theories, principles and practices? Rock Island isn't positive—probably no road can be, in dealing with a proposition that is still actually in its formative stages. At the same time, however, Sutherland sees possible changes coming—including the likelihood of users' switching back and forth between Plan III and the hybrid Plan II½ (which, essentially, differs from Plan III only in that under Plan II½ the railroad furnishes the trailer).

ROCK ISLAND'S 12th Street piggyback terminal in Chicago is to get a $1.3-million face-lifting, just approved by the road's executive committee.

In addition, Sutherland and Rock Island plan to stay alert to the chance that basic change may at some point come. Final settlement of disputes regarding the ICC's proposed piggyback rules in Ex Parte 230 hasn't yet been made; still pending is a suit challenging the legality of Plan I TOFC. And there is always the possibility of a broad restructuring of piggyback.

Sutherland does not rule out, now, the possibility of a great simplification of piggy-back—in which the present "plan" designations would be eliminated and TOFC service would be operated pretty much as a single service.

● **Just an idea.** He makes it clear that this is blue-sky thinking, not something that's likely to happen very soon or something that his railroad does or will favor. His point is that single-plan piggyback is a possibility—and it's one that people should be thinking about.

How it would work

Under such a setup, rates would be on a point-to-point basis, plus extras. As an example, the rate between Point A and Point B might be $225, covering line-haul transportation and ramping. If the railroad leased the trailer to the shipper, an additional $20 might be tacked on. If the flat car was also leased, the shipper might pay another $20. If the railroad performed pick-up service at originating terminal or delivery service at destination, charges covering costs would be added.

In effect, the customer would have a clear and always-available choice as to how much he would rely on the railroad and how much—in both equipment supply and accessorial service—he would do himself. Charges, in all cases, would reflect the customer's decision.

There would, no doubt, be drawbacks to such a plan. The biggest, as some see it, might be that agreement on a uniform plan would have to be unanimous—or at least widespread—if the roads proposing a one-plan system were to avoid placing themselves at a certain competitive disadvantage.

Other observers wonder just how great the threat of disadvantage might be—and some tend to think that even an independent-action approach might produce results more positive than negative. And, they note, such a one-plan move could well wipe out the lingering—and, in some cases, still strong—opposition to piggyback from motor carriers and to Plan I piggyback from freight forwarders.

● **As for today . . .** While the skullwork regarding possible futures in piggyback goes on, however, RI isn't neglecting the things it has to do to build business today, tomorrow and the day after that. And the biggest move in that direction is probably the improvement that will be made in the road's downtown-Chicago terminal.

Between Burr Oak Yard (in Chicago's south-suburban area) and the 12th Street facility downtown, Rock Island has two ideally located piggyback operations. Burr Oak has been expanded—but now the big project is bringing the facilities at 12th Street up to the level of efficiency required. And, while $1.3 million is a chunk of money to spend for improvement of one existing facility, RI will consider it money well put to use.

The master plan calls for construction of a number of new depressed ramps, including bi-directional ramps to make it easier to handle the cars that

arrive (as they will) with trailers loaded in the "wrong" direction. In addition, RI will build a new freight house to accommodate Rock Island Motor Transit and Texas Shippers Association and an RIMT shop. (The motor-carrier subsidiary of the railroad now operates out of facilities across town from the TOFC terminal, and consolidation will make the whole setup more efficient and economical.)

Emphasis on the new-look in RI piggyback even extends to the headquarters of the Trailer Service Department. Once the hammering, sawing, plastering and painting is completed on the 10th floor of the LaSalle Street station building in Chicago, the department will have the surroundings (new) to match the outlook (new).

● **The job to be done.** Over-all, the piggyback staff is digging in to do its part in dealing with what Chairman and President Langdon has described as the heart of Rock Island's special problem: "The Rock Island must have more freight business."

Earlier in 1965, Langdon outlined the situation this way: "The past year—1964—from the point of view of net earnings, was far from satisfactory. Net income . . . was $1.1 million less than in 1963 and was the lowest net income for any year since the company was reorganized in 1948."

At one point, the road seemed to be facing a very real prospect of a $6-million-or-worse deficit this year. This has since been scaled down—present indications are that the loss may be cut to less than $5 million—but much will still have to be done if Rock Island is to pull itself back to the break-even point in 1966 and then make its re-entry into the profit-making class.

Labor-cost increases are a major part of RI's problem. But lagging revenues have added to the difficulty. Last year, for example, the road posted a $3.2-million increase in operating revenues—but, as Langdon pointed out, revenues still "continued at a level far below the average of the railroads in the West, as measured per mile of road."

● **TOFC's role.** Piggyback, hopefully, will be a strong performer in the fight to get a revenue build-up. RI is encouraged, for instance, by the gains registered on its Chicago-Denver route by solid piggyback trains—sometimes one train a day, sometimes two. Traffic and revenue gains in recent months in TOFC operations generally have been gratifying. And, perhaps most important, Sutherland and his Trailer Service Department aren't lacking for ideas on ways and means for building business. It won't be easy to double TOFC's contribution in just five years—but RI aims to give it a good try.

TOFC

Monon builds its bridge traffic

Piggyback promotion on a selective basis is doing a good job for the road's revenues.

For a small railroad, keeping up with industry progress—in this case, piggyback progress—can be a difficult and sometimes frustrating job. And few roads know this any better than Monon.

If you accept one rule-of-thumb for TOFC success—which says that motor carriers have a big advantage for over-the-road movement at distances up to 300 miles, and piggyback doesn't hold a similar edge until the haul goes to 500 miles—Monon should be completely out of it. The Indiana road's "long-haul" is only 324 miles, Louisville-Chicago; The mileage between Louisville and the Hammond, Ind., ramp is a shade over 300; And the Louisville-Michigan City, Ind., route misses the 300 mark by a few miles.

● **The selective approach.** Monon, however, isn't out of it—partly because the road's traffic department has readjusted its sights and gone for selective (rather than absolute volume) selling of piggyback service.

Apparently, the new approach is paying off—at least to a degree. Over the first eight months of 1965, TOFC traffic and gross revenues were down—but revenues per car had more than doubled.

W. C. Coleman, Jr., Monon's vice president-traffic and marketing, points out rather quickly that this matter of selective selling isn't limited to piggyback. Monon would have an impossible task, he indicates, if it tried to compete—on a volume basis—with the giants that surround it, including Pennsylvania, New York Central, Norfolk & Western. In the kind of operation that the small road has to run, then, there's no place for a loss leader: What might be a supportable marginal operation for a big road could wind up as a disaster for Monon.

So far as piggyback is concerned, this can mean that virtually every move has to be carefully considered—down almost to the point where Monon has a pretty close estimate as to the net which each move can be made to produce.

● **'Love that overhead traffic.'** It also can mean that piggyback operations involving potentially high terminal costs must be minimized. And that, in turn, makes for an emphasis—in piggyback as in other carload traffic—on overhead business.

As Coleman puts it, "almost any small road can make money on bridge traffic—we love it." Right now, Monon's big show in piggyback is Plan III, and forwarder overhead or bridge business is most welcome. The road is also operating in Plans I and II and the hybrid Plan II ½—with Plan I not a particularly important factor, though Coleman says, "we don't shy away from it."

Along with these problems of short-haul operation and selective traffic-solicitation, Monon also has to keep a close eye on equipment matters—and on changing traffic patterns in its area.

200 trailers in service

At present, the road owns or leases about 200 trailers for piggyback service—and, Coleman declares, "you can find yourself in a bottomless pit on this trailer-supply situation." Monon originates a fair amount of TOFC traffic, especially at Louisville. Because of Monon's size, there are limitations on what it can afford to do in adding to its trailer fleet. And from here on in, the story resembles the common complaint of western roads regarding freight cars: Equipment goes off line; it's slow coming back; shortages develop, and the per-diem coming in doesn't make up for the revenue lost. This is one reason why Monon prefers, where possible, to get pool-type movements in which trailers can be more easily followed and more quickly returned.

● **Merger plays a part.** Monon's concern with changing traffic patterns is, in effect, a concern with the changing railroad map. Already, two of its better connections—Wabash and Nickel Plate—have gone into the Norfolk & Western system. It's possible that eventually Louisville & Nashville—another good connection—may get a Chicago entry through purchase of the present Chicago & Eastern Illinois line between Evansville, Ind., and Woodland, Ill., and joint ownership with Missouri Pacific of C&EI's Woodland-Chicago trackage. This L&N move north can't

come until after MP control of C&EI is thrashed out in the courts, and that may take a while—but Monon, in the meantime, is keeping a wary eye on the whole merger situation.

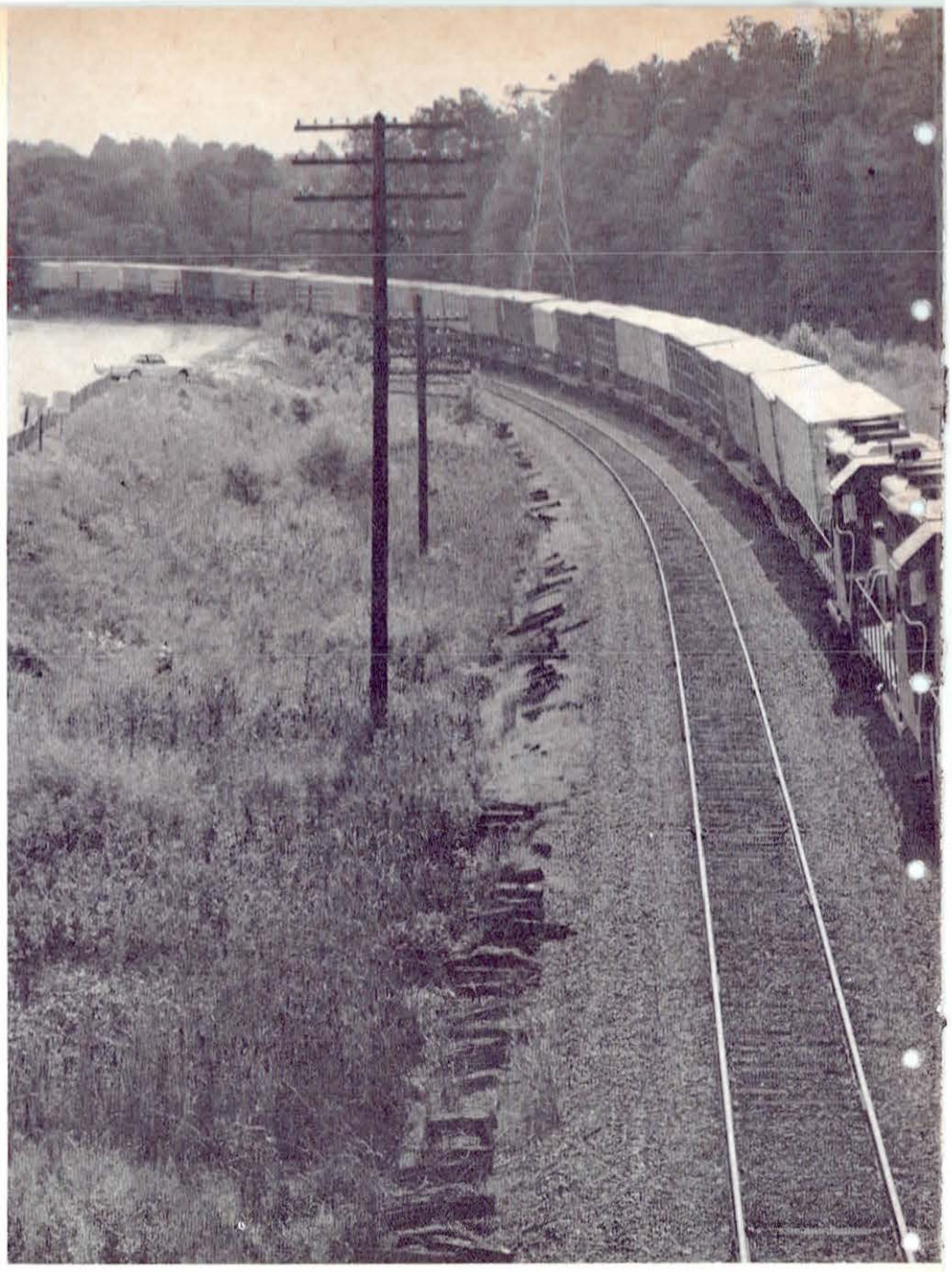
In piggyback, incidentally, C&EI and Monon present a sharp contrast—with C&EI's TOFC growth rate heading steadily upward and Monon's (except for the per-car revenue figures) showing no such increase.

As Monon sees it, this merely reflects different approaches. C&EI, for example, has made a big thing of its fast, interline service between Chicago and the Southeast and Southwest; Monon has moved less dramatically in this direction. C&EI has put strong emphasis on piggyback sales; Monon stays with the selective-solicitation principle. C&EI's approach has been paying off for it—but Monon is gratified with the climbing per-car gross that its operations are producing.

(One of the things that has helped Monon with its selective-selling effort has been a tightening control over expenses. Money has been spent, where it could improve service—for example, new, higher-horsepower diesels have been acquired, considerable upgrading of line has been undertaken, and an improved tracing operation has been installed. At the same time, labor costs have been cut sharply. Monon's work force today stands at about 1,000 persons, down from almost 1,600 five years ago. Total wages paid dropped from $9.7 million in 1960 to $8.2 million last year, while the average annual compensation per employee went up by $666. And the ratio of wages paid to operating revenues has come down from 52.6% in 1960 to a very respectable 42.8% in '64.)

- **As for the years ahead:** So far as piggyback and its future are concerned, Monon and its traffic-and-marketing vice president are conservatives—hopeful conservatives, but conservatives still. Coleman sees a good chance that competitive and economic pressures on the trucking industry will make TOFC operations more attractive to motor carriers. He also thinks off-line industries will be a growing source of piggyback traffic and revenues. Over-all, he thinks piggyback can be made to show absolute increases—barring any real upheavals in existing traffic patterns and assuming that terminal costs can be held in line.

Some of TOFC's most vocal enthusiasts would perhaps call Monon's approach to piggyback almost a non-approach. But to Monon, it's a realistic one, the only one such a road can effectively take. Monon, in short, doesn't much mind bordering on the unique—just so it can make a profit.



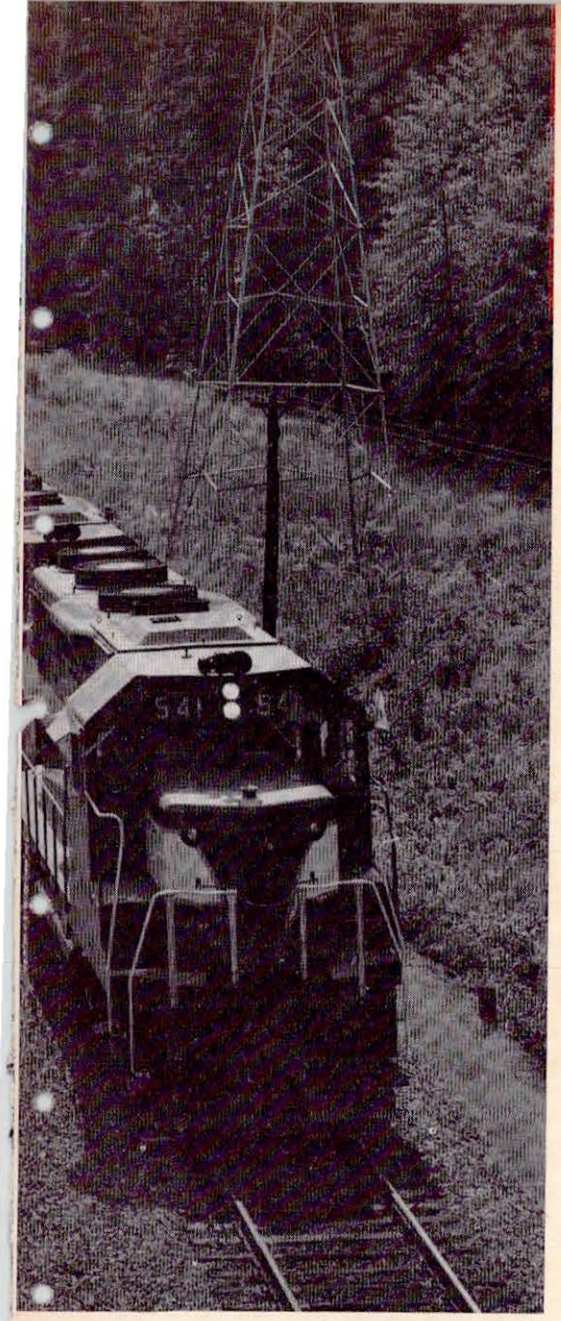
TOFC

SAL's 'Razorbacks' earn their name

Seaboard's fast new piggyback service is paying off handsomely, attracting general (as well as specialized) traffic like a magnet.

Revenue from TOFC traffic on Seaboard Air Line has been stepped up from $8½ million last year to an estimated $12 million this year—or about 33%.

New uses are constantly being found for this traffic-getting tool—like this one: For some time, southbound piggyback traffic has been showing steady increases, and this year a new, much faster service has been inaugurated northbound. It was thought at first by Florida railroads that citrus fruit and its products would be the main commodities handled in TOFC northbound—but as it has worked out, a large



'RAZORBACK' ALL-PIGGYBACK SPECIALS on the Seaboard are rolling up impressive traffic figures hauling a variety of merchandise from the Southeast to the New York area. Delivery time has been cut by 24 hours.

NEW TRAILERS bear the "Razorback" emblem. Don Schwall (left), southeastern regional manager of REALCO, is shown with Thomas B. Cash, Seaboard TOFC manager, and Victor L. Johnson, Jr., sales manager of Great Dane Trailers, Inc.

amount of general traffic is also taking advantage of this improved service.

● **Loadings increase.** With the improvements of the Pennsylvania's piggyback handling facilities at Kearny, N.J., and the handling of piggyback trains over Seaboard at near passenger-train speed (TOFC traffic is actually handled on some passenger trains) the aptly named "Razorbacks," inaugurated early this autumn, are showing steady increases in numbers of trailers handled.

Piggyback cars that leave Jacksonville at 10:30 a.m. Wednesday, for example, arrive in New York at 11:45 p.m. Thursday, with delivery an hour or so after midnight—in plenty of time for the citrus market opening at 4 a.m. Long experience at handling fast freight trains over what is largely a single-track line, together with modern methods of train handling, have produced a gratifying on-time performance, despite the high speed necessary to maintain the schedules.

What all this fast service means at the divisional level is indicated by a study of the movement of the "Razorbacks" and other TOFC trains over the Virginia Division of Seaboard. These trains move over the main line between Hamlet, N.C., and Richmond, Va.—two operating subdivisions. Northbound piggyback cars come into Hamlet from several directions, but principally on the Jacksonville-Hamlet and the Birmingham-Hamlet main lines.

● **New Yard helps.** Hamlet terminals have a terminal superintendent in charge of operations, which are facilitated by recent installation of a large, modern clasification yard. The main, hotshot portion of No. 24, the "Razorback," is made up into a train there from the TOFCs received on fast trains from the South. Once it leaves Hamlet on the Virginia Division, the train is not yarded on the entire division. Its consist, by this time, will include not only citrus from Florida, but also frozen poultry from the poultry-producing areas near Gainesville, Ga. In addition to perishables, an increasingly large amount of general freight is also handled by the train—even iron pipe from the Birmingham area loaded in open-bed trailers. (This pipe is handled TOFC by Seaboard from Birmingham iron and steel producers to supply "trench-side" delivery along a pipe or sewer line.)

Out of Hamlet at 12:45 a.m., the train runs through to Raleigh over the Raleigh subdivision. No stops are made until crews are changed on arrival at Raleigh—a mainline change normally accomplished in under five minutes. The train then covers the Richmond subdivision from Raleigh to Richmond, 156 miles, and arrives at Acca yard at 6:45

Seaboard's hotshot 'Razorbacks' move at near-passenger-train speeds, with few stops, and lots of care along the way.

a.m. for delivery to the Richmond, Fredericksburg & Potomac at 7 a.m. Thus the run of 253 miles over the Virginia Division from Hamlet to Richmond is made in six hours, over a line that is also handling a number of passenger trains. The fastest passenger time over this division is five hours, by a New York-Florida streamliner.

● **How to make speed.** What permits such fast operation? W. J. Winfree, superintendent of the Virginia Division, cites a number of reasons. First of all, there's the matter of running the train through, with only a brief stop to change crews in Raleigh. Then there are the big 1100-series diesels, with 2,500 hp, which are used frequently in passenger service. (For passenger use these units are supplied with steam generators and have a gear ratio permitting 89-mph speeds.) Five new 2,250-hp diesels are also frequently used in this service. Both of these classes of locomotives are rated to handled 16 cars per unit. When 2,000-hp diesels are occasionally used, the rating drops to 12 cars per unit. The mechanical department at Hamlet watches the diesel assignments closely, so that the train is never under-powered.

Of course, the provision of 132-pound rail on the single-track sections and of 110-pound on double-track, plus effective maintenance, also has a good deal to do with the ability to operate these trains in fast and safe service over the division. There are several small segments of double-track and one stretch of about 30 miles through Southern Pines. Since the entire main line of the division is under centralized traffic control, the double-track segments, plus the passing tracks—one of which will hold 340 cars —permit rolling meets and prevent tie-ups on passing tracks. Dispatchers have become adept at fast operation, particularly since they are able to maintain constant radio communication with the head-end and caboose of all trains. The capability of the train personnel in caboose to use radio to speak to the head-end is also an aid in avoiding delays and unnecessary stops. Frequent way stations permit constant communication.

● **Few stops permitted.** Avoiding unnecessary stops is a fetish with divisional officers everywhere on Seaboard —and particularly on the Virginia Division, through which traffic funnels both north and south to all other divisions, to and from the South.

A device developed by the superintendent of communications and signals of Seaboard, Roy De Priest, has been eminently successful in this regard: It's a talking hotbox detector. Twelve such detectors are located in strategic points on the division. They work this way: The scanners under the train view it as it passes. If there are no hotboxes, the speakers tells the dispatcher, for example: "Chester, Va., speaking—no hotboxes." If, however, a hotbox is detected, the talking detector not only tells which side the hotbox is on but also tells where it is in the train by announcing some such message as: "Hotbox 069 left side." This identification of the journal that is hot saves many minutes which would be needed to search the train.

The increasing use of roller bearings in the trucks of cars in this fast TOFC service has materially reduced the number of hotboxes. Tight inspection of friction-bearing cars in high-speed service has also played a part in eliminating this expensive nuisance.

● **Vote of confidence.** Fruit Growers Express showed its confidence in the traffic potential of the new northbound schedules by ordering and putting into service 300 additional mechanically refrigerated trailers near the end of the last citrus-shipping season last April. FGE's further confidence is indicated by its placing 500 additional trailers in service on Oct. 1, with another 500 on order for delivery immediately after Jan. 1, 1966. These will permit increasingly good service to the winter vegetable growers, as well as to citrus shippers.

The southbound TOFC train over the Virginia Division makes equally good time, despite the fact that it picks up trailer-loaded cars at Raleigh en route. Many of these cars come off the Portsmouth (Norfolk) subdivision. (Included are auto racks from northern points that are too high for the tunnel in Washington, D.C. These are routed via Pennsylvania to Hagerstown, Md., then in fast service over Norfolk & Western to Portsmouth, Va., and to Seaboard there for fast movement and close connections at Raleigh for points south.)

Also among such cars is an amazing movement which indicates the possibilities of TOFC when an ingenious man heads up the service. Sealtest, Inc., a manufacturer of popsicles, has a plant in Wilson, N.C., 45 miles by road from Raleigh. The plant loads up several trailers full of these ice cream dainties in Wilson daily, trucks them over the road to Raleigh, and gets them on TT-23, destinated for Jacksonville and Miami. Loaded at Wilson in the morning and out of Raleigh at 12 noon, they reach Jacksonville at 10 p.m. the same day, a distance of 482 miles. The trailers for Miami, 888 miles from Raleigh, arrive at 10 a.m. the following morning.

● **Flexibility in facilities.** There are 68 permanent trailer ramps located along the Seaboard, and the number is steadily growing. In addition, the railroad is set up to establish emergency ramps on 24-hour notice and has done so on several occasions.

The use of TOFC is changing not only the transportation picture, but also the plant operations in some industries. For example, a great deal of fresh citrus—formerly invariably pre-packaged in Florida before moving—is now moving in bulk in TOFC service under heavy snow-icing, to be packaged at destination in the north.

The use of TOFC has also spread into commodities that were considered highly unlikely, if not impossible, candidates for TOFC transportation until recently. In addition to the iron pipe previously mentioned, other iron and steel articles are moving in this fast service. Pre-stressed concrete pillars and girders are among recent additions to TOFC movement.

With the increased movement of entire plants from the North to new locations on Seaboard, the entire stock, machinery, office furniture and so forth is often being moved to the new plant site. TOFC service, it's been found, permits "setting up shop" in the new location far faster than any other method that could be employed. The tonnage involved is not inconsiderable, either. Seaboard movements of this nature in the past few months have included 250 trailers to Charlotte, N.C., 300 trailers to Sumter, S.C., and a 500-trailer movement to Darlington, S.C. ■

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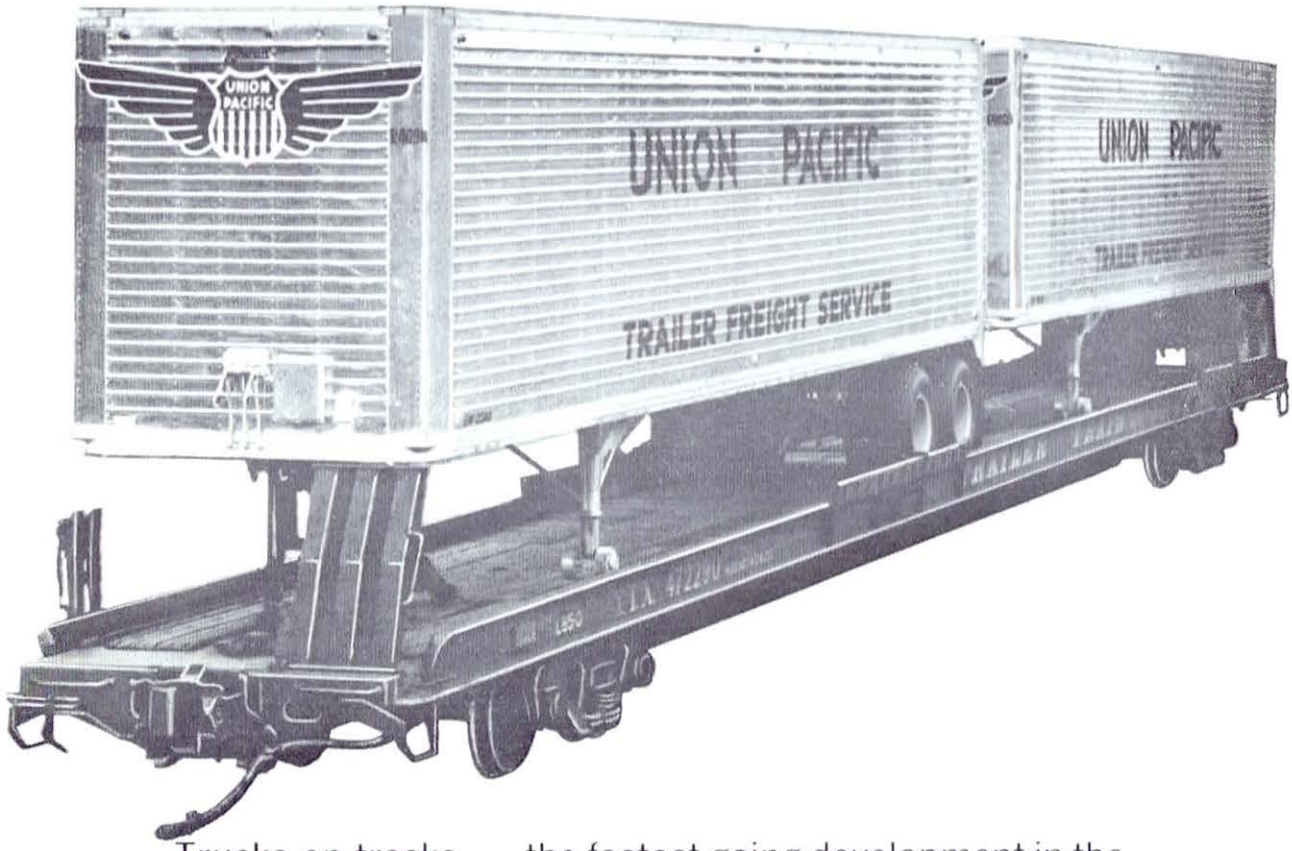

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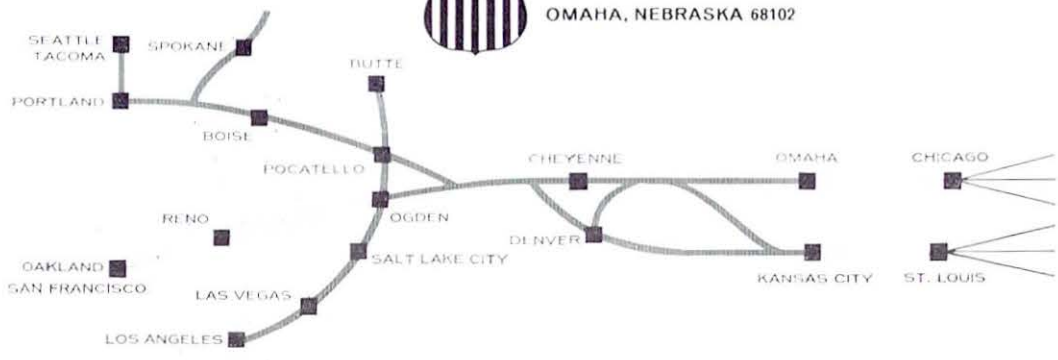

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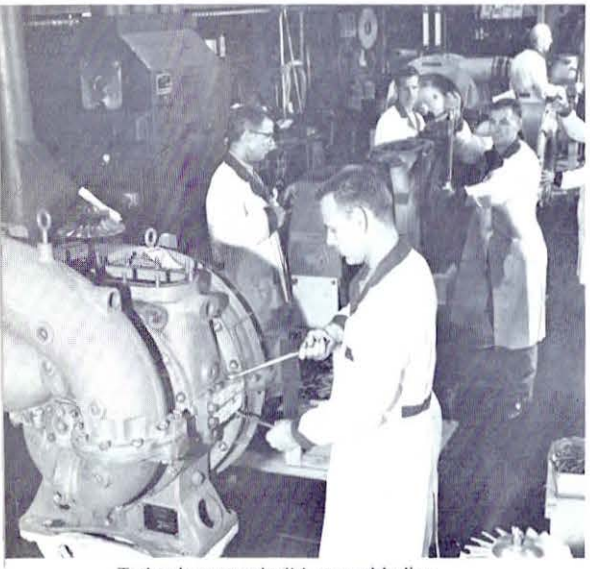

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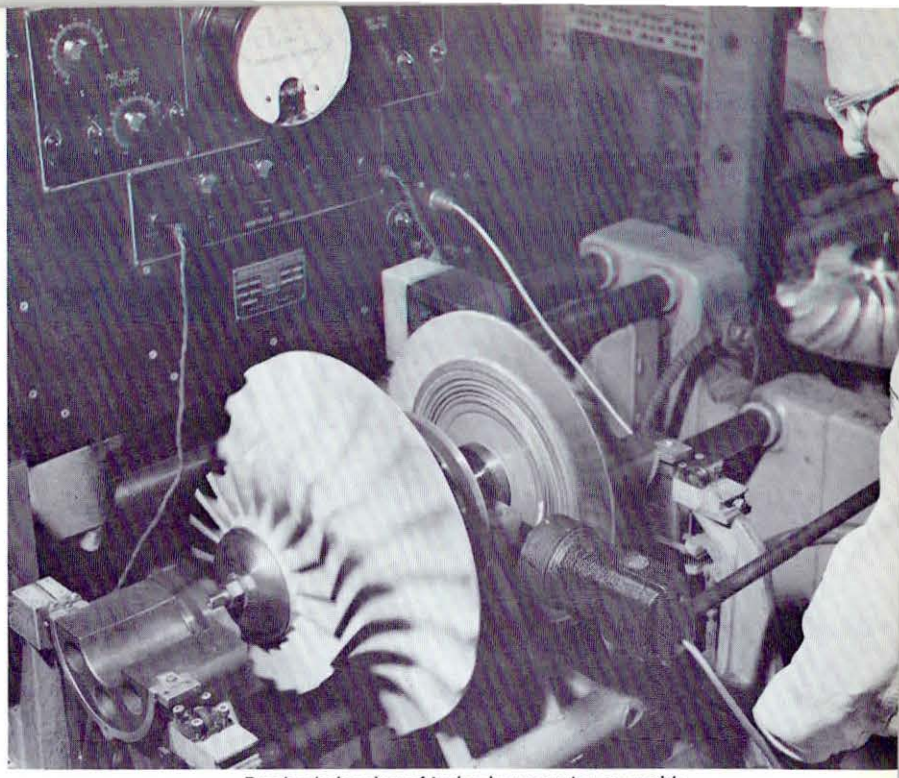
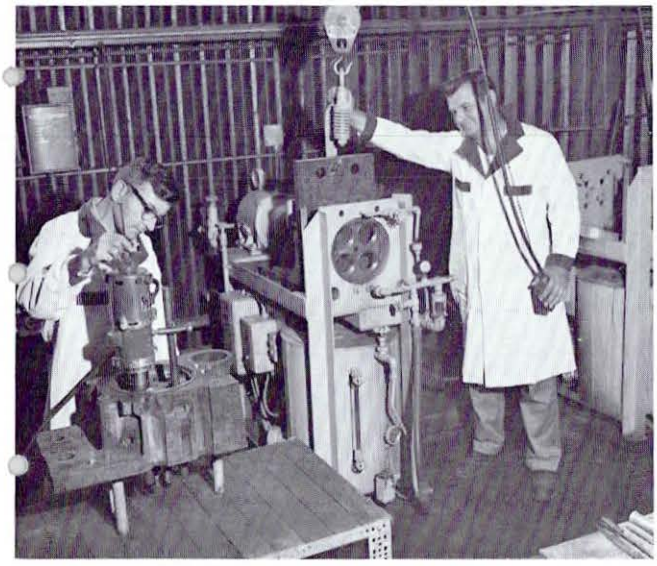


Precise balancing of turbocharger rotor assembly.



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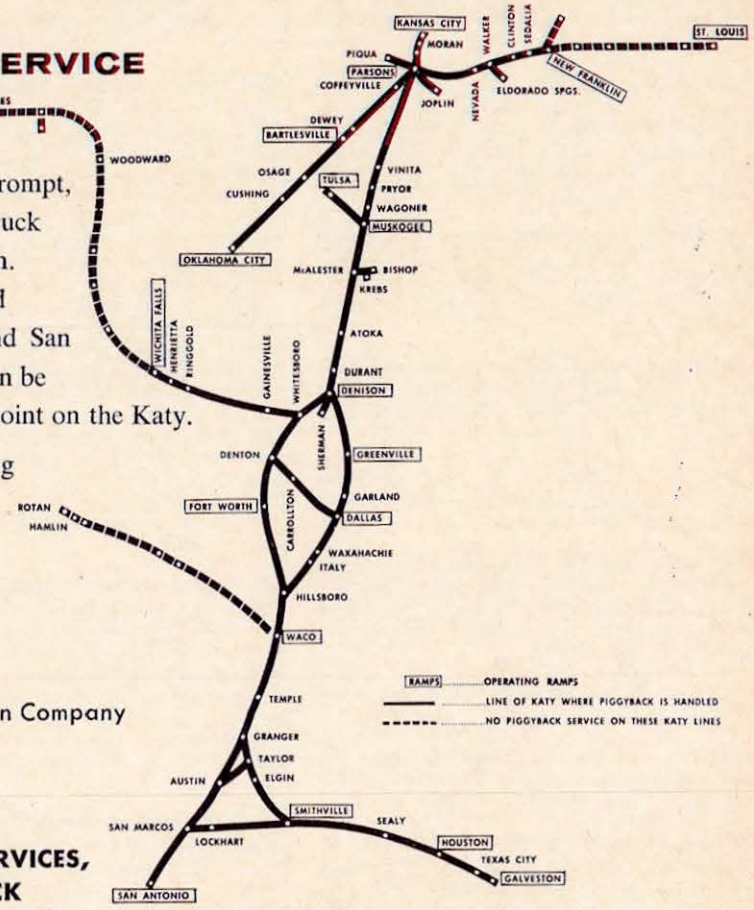
COUNT ON KATY FOR COMPLETE PIGGYBACK SERVICE

With ramps at 18 strategic locations on the railroad, Katy is equipped to provide prompt, efficient and economical piggyback railroad-truck service at substantially all points on the system. Permanent automobile loading, unloading and storage facilities are located at Houston and San Antonio, Texas. Additionally, automobiles can be handled by portable equipment at any ramp point on the Katy.

Operated by wholly owned subsidiary trucking companies, the railroad participates in all major phases of piggyback operations.

For specific information, inquire about Katy Specialized Piggyback Service through your nearest Katy Sales Office or direct to:

Missouri, Kansas & Texas Transportation Company
Katy Building
Dallas, Texas 75202



THE NEW FASTER DEPENDABLE TRAIN SCHEDULES, AND ADDED TERMINAL SERVICES, ASSURE YOU OF IMPROVED PIGGYBACK OPERATION ALL UP AND DOWN THE LINE. CHECK WITH YOUR KATY SALES REPRESENTATIVE FOR COMPLETE INFORMATION ON THE NEW SCHEDULES.

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Katy Building, Dallas, Texas 75202 • 420 Gimblin Road, St. Louis, Missouri 63147

PEOPLE IN THE NEWS

ATLANTIC COAST LINE.—**W. E. Mann** appointed staff assistant to vice-president—operations, Jacksonville, Fla. **J. L. Williams** named superintendent, Ocala Division, Ocala, Fla., succeeding **J. L. Kennedy,** who retires Nov. 1, after more than 45 years with the ACL.

BANGOR & AROOSTOOK.—**Owen N. Bridgham** appointed administrative assistant to the president, Bangor, Me. He formerly was budget supervisor and manager, research bureau.

BOSTON & MAINE.—**Daniel J. Orr** and **Donald F. Ellingwood,** assistant managers labor relations, Boston, Mass., appointed assistant directors labor relations.

CANADIAN PACIFIC.—**L. W. Fogg,** superintendent, Regina, Sask., appointed acting general manager, Calgary, Alta.

CHICAGO & NORTH WESTERN.—**Theodore M. Van Patten,** director of personnel, elected vice president—labor relations. **I. Robert Ballin,** director of real estate, elected vice president—real estate.

CHICAGO GREAT WESTERN.—**G. L. Vargason** appointed assistant auditor, Oelwein, Iowa.

DETROIT, TOLEDO & IRONTON.—**James V. Fox** appointed assistant to traffic manager—special services, Dearborn, Mich.

DULUTH, MISSABE & IRON RANGE.—**A. C. Hanson** named to the newly created position of editor of company publications. Mr. Hanson was formerly staff assistant in the safety and plant protection department where he edited the company publication.

ERIE LACKAWANNA.—**Robert G. Fuller** elected chairman, Executive Committee of the board of directors.

INTERSTATE COMMERCE COMMISSION.—President Johnson's reappointment of Commissioner **Charles A. Webb,** the Commission's 1965 chairman, has been confirmed by the Senate. The reappointment is for a new seven-year term ending Dec. 31, 1972 (RA, Oct. 11, p. 82).

LOUISVILLE & NASHVILLE.—**Eugene J. Blaes,** general agent, Philadelphia, appointed division freight agent, Chattanooga, Tenn. **Lawrence E. Estill,** district piggyback representative, Cincinnati, succeeds Mr. Blaes.

MILITARY TRAFFIC MANAGEMENT & TERMINAL SERVICE.—**Rear Admiral Elton W. Sutherling,** former commander, Naval Supply Center, Bayonne, N. J., has been named deputy commander for operations, MTMTS at Bailey's Crossroads, Va., just outside Washington, D. C.

Edgar B. Hamilton, Jr., former information officer, Military Air Transport Service, named chief, Public Information Division, MTMTS.

MISSOURI PACIFIC-TEXAS & PACIFIC.—**Hoyt R. Shelley** named traffic manager, merchandise-forwarder sales, St. Louis. In addition to this assignment, Mr. Shelley will continue as assistant to president, **Missouri Pacific Truck Lines, Inc.** and **Texas & Pacific Motor Transport Co.**

MONON.—**P. D. Walsh** appointed traffic consultant—sales and marketing, Chicago.

NEW YORK CENTRAL.—**Robert G. Flannery,** general manager, Eastern District, Syracuse, N. Y., appointed assistant vice president—transportation, New York, succeeding **John C. Kenefick,** named assistant vice president—operation, a new position. **Edward L. Claypole,** general manager, New York District, succeeds Mr. Flannery at Syracuse. **R. F. Lawson,** engineer maintenance of way, New York, succeeds Mr. Claypole.

Irving A. Olp, district transportation superintendent, Syracuse, appointed assistant to general manager there. **Bert L. Strohl,** division superintendent, Syracuse division, Rochester, succeeds Mr. Olp.

Frank P. Soen, vice president—coal and ore, New York, retires Nov. 1, after 43 years with the NYC, but will be retained as a special consultant on the management of the company's coal, coke and ore traffic.

Dr. A. W. Nickels appointed chief surgeon, Detroit, Mich.

NEW YORK, SUSQUEHANNA & WESTERN.—**Herbert J. Draney, Sr.,** vice president and comptroller, Edgewater, N.J., elected president, succeeding **John P. Clark,** resigned to enter private law practice. Mr. Clark will continue to be associated with the NYS&W as a member of the board of directors and special counsel. He will represent the company in the Penn-Central Merger proceedings.

NORFOLK SOUTHERN.—**G. W. Teeter** appointed general superintendent, Raleigh, N. C., succeeding **D. F. McPherson,** resigned.

NORTHERN PACIFIC.—**S. C. Sworder,** general signal supervisor, appointed assistant signal engineer, Livingston, Mont., succeeding **V. L. Guthrie,** who retired Sept. 1, after 42 years with the NP. **M. B. Walker,** general signal inspector, Tacoma, Wash., promoted to office engineer there.

PORT AUTHORITY TRANS-HUDSON.—**Theodore C. Rutmayer** has been promoted to superintendent of way and power, succeeding **Donald Aiken,** who has joined the staff of the **Long Island.** Mr. Rutmayer has been superintendent of central maintenance services, Port Authority, since 1963. In his new position, Mr. Rutmayer will be responsible for the safe and efficient maintenance of the right of way, stations and equipment for the PATH system, and for provision and distribution of electric power throughout the system. He will play an active role in the modernization work which will provide PATH with a new $4.9 million silicon rectifier power system.

Herbert J. Draney, Sr.
NYS&W

Theodore C. Rutmayer
PATH

SEABOARD.—**John A. Purcell, Jr.,** appointed district freight agent, Savannah, Ga., succeeding **William P. Zipperer,** who retired Sept. 30, after more than 37 years of service. **Billy W. Edenfield** appointed general agent, Belle Glade, Fla., succeeding **William N. Goff,** named division freight agent, Charlotte, N. C. **Roberts M. Tedder** appointed district freight agent, Atlanta, Ga. **Howard J. Griffin,** division freight agent, Fort Lauderdale, appointed assistant general freight agent there.

Raymond Carrigan, Jr., assistant superintendent, Atlanta, Ga., transferred to Americus, Ga., succeeding **Thomas B. Renfrow,** transferred to Savannah. Mr. Renfrow replaces **John W. Thomas,** transferred to Atlanta. **A. J. Richardson,** agent, Charlotte, N.C., promoted to terminal trainmaster there. **Elbert Cato** named trainmaster, Greenwood, S.C.

SOUTHERN.—**Sim S. Wilbanks,** special counsel, appointed vice president—assistant to the president, Washington, D.C.

TERMINAL RAILROAD ASSN. OF ST. LOUIS.—**J. Hansford Sharp,** vice president and general manager, elected president, effective Nov. 1, succeeding **William H. Moore,** named vice president—operations, **Southern.**

UNION PACIFIC.—**Martin H. Jurgens** appointed assistant manager, mail, baggage and express traffic, Omaha, Neb.

Current Publications

THE URBAN TRANSPORTATION PROBLEM, by J. R. Meyer, J. F. Kain, and M. Wohl. 427 pages, tables, charts. Harvard University Press, Cambridge, Mass. $11.95.

RAILROAD CAREER DEVELOPMENT. 94 pages. Railway Systems and Management Association, 163 E. Walton St., Chicago, Ill. 60611. Flexible cover, $5, case binding, $8.25.

Dividends Declared

ATCHISON, TOPEKA & SANTA FE.—40¢, quarterly, payable Dec. 6 to holders of record Oct. 29.

NORFOLK & WESTERN.—4% Preferred, 25¢, quarterly, payable Nov. 10 to holders of record Oct. 21.

ST. LOUIS-SAN FRANCISCO.—37½¢, quarterly, payable Dec. 15 to holders of record Dec. 1.

WESTERN PACIFIC.—50¢, quarterly, payable Nov. 15 to holders of record Nov. 1.

OBITUARY

Giles H. Bohling, 50, district sales manager in charge of the St. Louis office, **American Steel Foundries,** died Sept. 20 in St. Louis.

Edward C. Gunther, Chicago district sales manager for railroad products for **Duff-Norton Co.,** died Oct. 1 in Chicago.

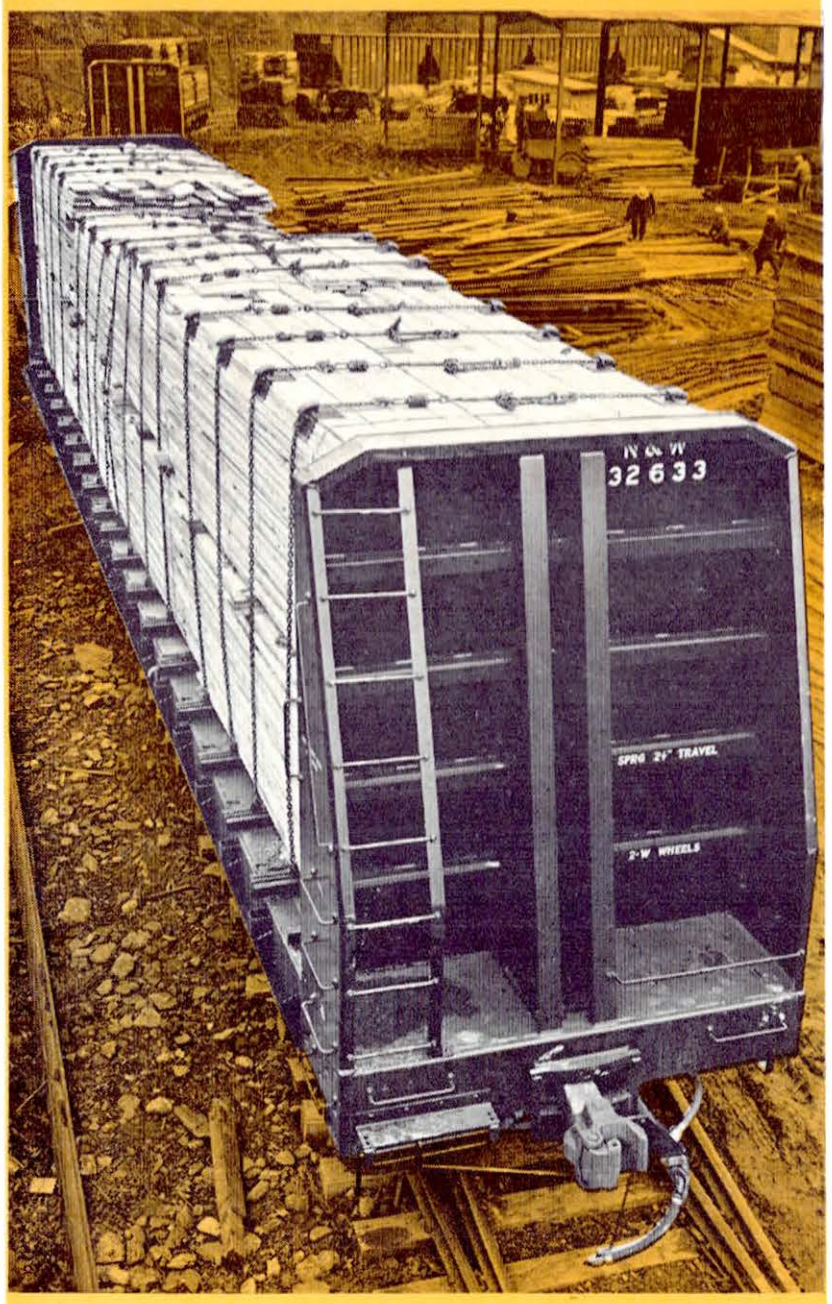
Henry K. Norton, 81, former trustee, president and chairman of the board, **New York, Susquehanna & Western,** died Oct. 12 in the Marin General Hospital, San Rafael, Calif., after a short illness.

Today's new freight cars come in all convenient sizes:

Regular. Giant economy.

Today's railroads use freight cars designed to meet the ever-growing needs of all America. The giant new freight cars carry an average of 24 more tons apiece—nearly 50% greater—than the cars they replace. Mammoth new hoppers carry enough coal to light up a city. And the tried and true regular size cars are still carrying their loads. New giants of the rails have been a big factor in reducing average freight charges 13% since 1958 (against a rise in consumer prices of 8%). They represent the kind of railroad vision that moves mountains of everything America needs—swiftly, surely, and at low, low cost. The railroads keep moving toward the horizons that lie ahead for America.

ASSOCIATION OF AMERICAN RAILROADS



CUSTOM FLEET/ CUSTOMER DESIGNED

adds up to unique shipping economies

Here's how the Norfolk and Western cuts lumber handling time and costs with a new lumber tie-down car. A crane or fork-lift can load it in a matter of minutes. That's a far cry from the old board-by-board method of loading boxcars. This new member of N&W's Custom Fleet is another graphic example of the ingenuity constantly applied toward the solution of your shipping problems. N&W has over 40 different types of specialized equipment . . . thousands of cars designed to meet specific shipper's needs. Have you considered how this Custom Fleet might help you? Call your N&W freight representative . . . in any one of 75 cities. Norfolk and Western Railway, Roanoke, Virginia.

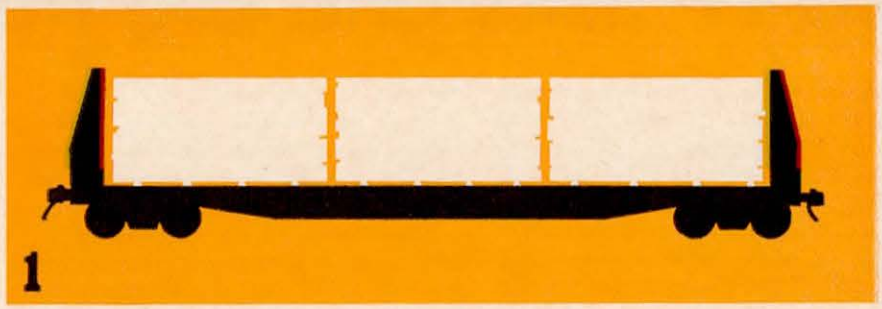
1 This 90-ton N&W car is 58′ 6″ between bulkheads, 64′ 6″ overall. It is equipped with end-of-car cushioning to protect load, roller bearings to increase dependability.

2 Special chains tie down the load. Chains are fastened to bed of car, swiftly tightened by one-man ratchets. Tension springs take up any slack; protective corner plates keep chains from biting into lumber. When not securing load, chains are kept in trough along edge of car, each in the right place for instant use.

3 With these N&W cars, lumber is steel-strapped into bundles for quick, easy loading by fork-lifts or cranes.

4 This eliminates necessity for hand-made supports or dunnage. Even if stacks of lumber are of different heights, tied-down boards can't shift. The load arrives at destination in prime condition.

Good transportation is also a major factor in plant location. For professional help in plant site location, call Mr. H. P. Cotton, Assistant Vice President—Industrial Development, Norfolk & Western Railway, Roanoke, Va.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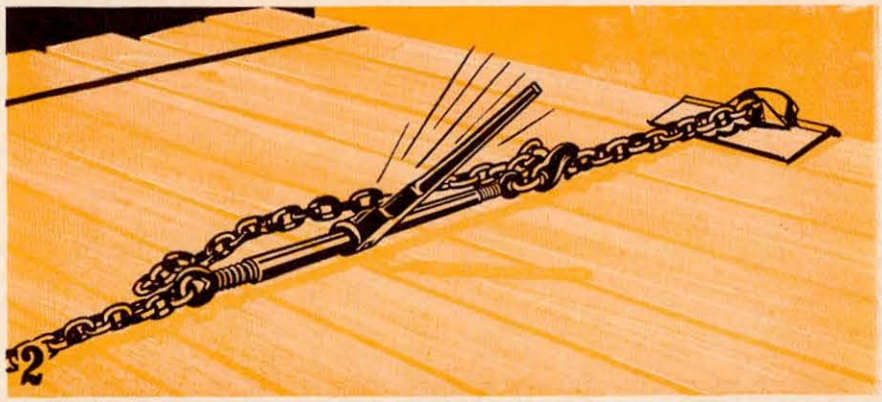
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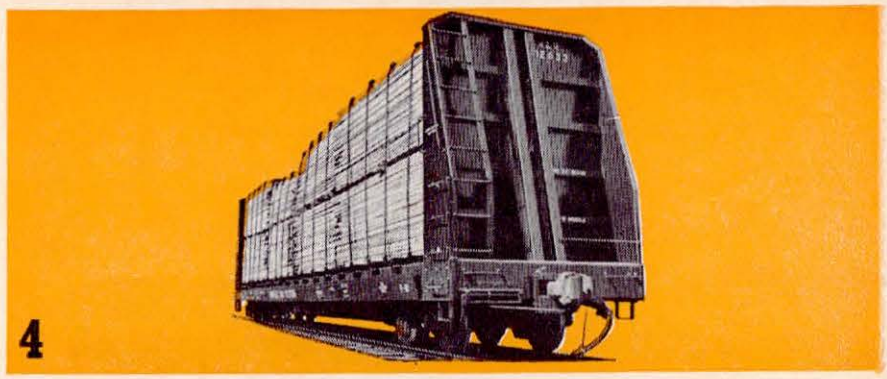
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N&W

NORFOLK and WESTERN RAILWAY

N&W asks one big hearing

Norfolk & Western has asked the Interstate Commerce Commission to hold hearings on petitions by three northeastern roads—who want to join the present N&W system—at the same time that the ICC considers the joint merger application of the N&W and the C&O.

The N&W and C&O put their merger proposal formally before the ICC Oct. 11 (RA, Oct. 18, p. 7). The two roads said the filing was made necessary by the fact that the N&W had to reply later in the week to petitions of the Erie Lackawanna, Delaware & Hudson and Boston & Maine for inclusion in the present N&W system.

The latter is a 7,800-mile system approved by the Commission last year. It was built up by the N&W's merger with the former Nickel Plate, its leases of the Wabash and Pittsburgh & West Virginia, and its acquisitions of the Akron, Canton & Youngstown and the PRR's line between Columbus, Ohio, and Sandusky.

● **Basis of E-L, D&H, B&M pleas.** The Commission's favorable report embodied conditions which had the effect of giving E-L, D&H, and B&M five years within which to apply for affiliation with the new system. Those conditions are the basis of the present E-L, D&H and B&M petitions.

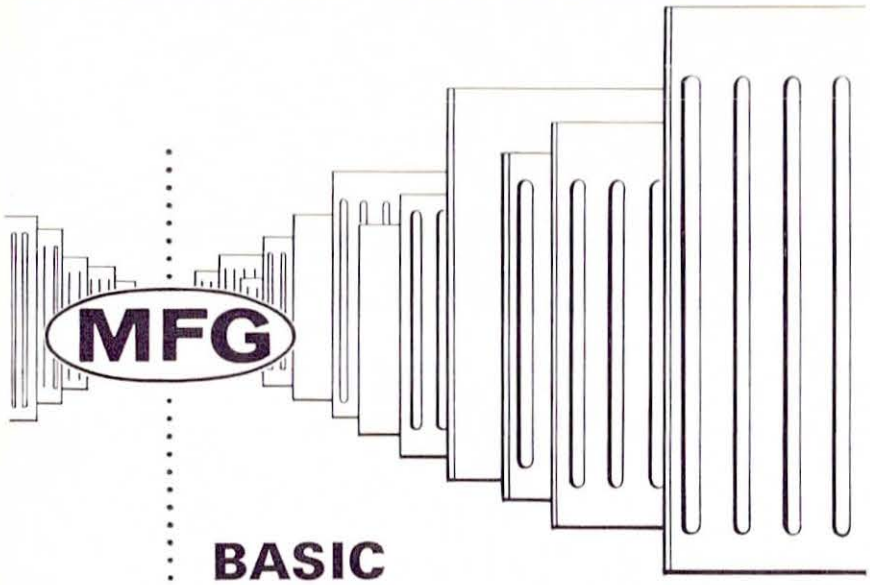
N&W's answer is that any consideration the Commission may give to these pleas should be part of its consideration of the new merger proposal. This proposal embodies terms for inclusion of Reading and Central of New Jersey as well as E-L, D&H and B&M. The latter three have called the terms unacceptable (RA, Sept. 6, p. 11 and Sept. 13, p. 108). The terms contemplate formation by N&W-C&O of a subsidiary corporation, tentatively called Dereco, which, after stock transfers, would form for the merged company five wholly-owned subsidiaries to take over the five roads.

● **Willing only.** The N&W-C&O application includes no request for authority to acquire the five roads. The application makes this plain, pointing out that the applicants' position is one of being "willing to accept as conditions" Commission-imposed requirements calling for acquisition of the five on the proposed terms.

In its reply to the E-L, D&H and B&M pleas for inclusion in its present system, N&W said those roads had not presented a plan which complied with Commission requirements that such inclusion be "consistent with the public interest" and under terms and conditions which are "equitable to all parties."

● **Division of revenue.** The application notes that Eastern territory is served at present by four major systems —N&W, with 18.3% of the territory's gross revenues; C&O-B&O, with 26.4%; PRR, with 31.2%; and NYC, with 24.1%. Approval by the Commission of the PRR-NYC plan "would create a system of 23,271 miles of road with gross annual revenues of $1.81 billion and total assets of $6.04 billion," the application also says, adding: "This proposed Penn-Central system (including the New Haven) would have about 57% of the total gross revenues."

Figures in the application show how the proposed N&W-C&O system, with inclusion of the five other roads, could have annual gross revenues slightly in excess of the PRR-NYC total, and its total assets would not be far behind. ■



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Whatever your requirements or specifications, chances are MFG has a liner panel to meet them! Both ribbed panels and flat sheets are available in a variety of lengths and widths — to meet your exact requirements.

MFG makes thousands of panels, flat sheets, structural members and skylights . . . and offers you dependable delivery. That's why fleet owners and trailer manufacturers turn to MFG. How about you?

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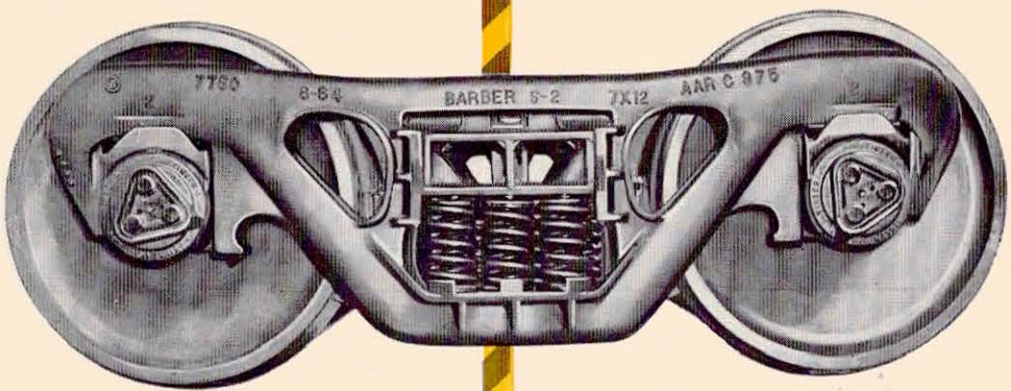
THROUGH STRENGTH!

Scullin engineers believe that freight car truck castings should always be designed to provide an extra margin of safety in operation. Weight should not be sacrificed at the risk of weakness in any part of the casting. With an eye to the future as well as the present, Scullin freight car truck side frames and bolsters are designed to meet the ever increasing demand for greater loads, higher speeds and greater car utilization.

Specify Scullin for longer, trouble-free service. **Pound for pound Scullin steel castings have no peer in strength.**



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TWO FULL
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CLOSE
OPEN
CLEAR THRESHOLD

One hand

opens 10′ x 12′9″ door. It's Reynolds Aluminum.

If the doors shown here had been made of steel, this man would be working a lot harder.

Made of strong, lightweight Reynolds Aluminum, each section of the two-leaf door weighs 980 lbs. Total weight 1,960 lbs. If they had been steel, they would weigh 1,620 lbs. per side or over 3,200 lbs. total.

The point being that Reynolds Aluminum saves dead weight, work, and handling labor in rail equipment. It also lets equipment designers do things that would be impractical with steel.

For example, these doors are made by Youngstown Steel Door Company for a new "Hi-Cube" boxcar. Over 800 of these cars have been built by Thrall Car Manufacturing Company and Greenville Steel Car Company. In addition, 480 more are being built by Pullman-Standard, division of Pullman Incorporated. The cars are over 93 feet long—the largest production line boxcars ever built.

The big doors provide a floor-to-roof opening that permits fast, easy loading and unloading of automotive parts. *Only aluminum can make a door that big that is light enough and strong enough to be practical.*

Experience has shown, too, that this tough Reynolds alloy will take all the punishment that daily railroad use gives it . . . and requires less maintenance and service.

If you're considering any railroad or freight equipment, consider the possibility of using equipment made with Reynolds Aluminum. It can save dead weight, reduce upkeep, and stand up under the roughest usage. Contact your local Reynolds office, or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond, Virginia, 23218.*

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EXPERIENCE MEANS RELIABILITY

KEYSTONE experience in building railroad car cushioning devices is unmatched — both in the years we've been at it and the number of units we've built.

The most important thing we've learned throughout long experience is how to build reliability into every KEYSTONE Double-Acting SHOCK CONTROL unit. Their trouble-free performance in multimillions of revenue miles . . . the absolute minimum of maintenance they require . . . the unequalled cushioning efficiency they offer has proven to railroad men and shippers alike that there's no substitute for KEYSTONE experience when it comes to doing a tough job well.

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Chicago, Rock Island & Pacific R.R.
Denver & Rio Grande Western R.R. Co.
Detroit, Toledo & Ironton R.R.
Elgin, Joliet & Eastern R.R.
Erie, Lackawanna Railroad Co.
Fruit Growers Express Company
General American Transportation Corp.
Grand Trunk Western R.R. Co.
Green Bay & Western Railroad
Gulf Mobile & Ohio Railroad Co.
Illinois Central Railroad
Illinois Terminal R.R. Co.
Kansas City Southern Railway
Lehigh Valley R.R. Co.
Louisville & Nashville R.R. Co.
Maine Central Railroad Company
Minneapolis, Northfield & Southern Ry.
Missouri Export R.R.
Missouri-Kansas-Texas Railroad Co.
Missouri Pacific Railroad Co.
Monon Railroad Company
New York Central Railroad
New York, Chicago & St. Louis
Norfolk and Western R.R.
North American Car Corp.
Northern Pacific Railway Co.
Pacific Fruit Express
Pennsylvania Railroad Co.
Pittsburgh & Lake Erie Railroad
Reading Company
Seaboard Air Line Railroad Co.
St. Louis & Southwestern Rwy. Co.
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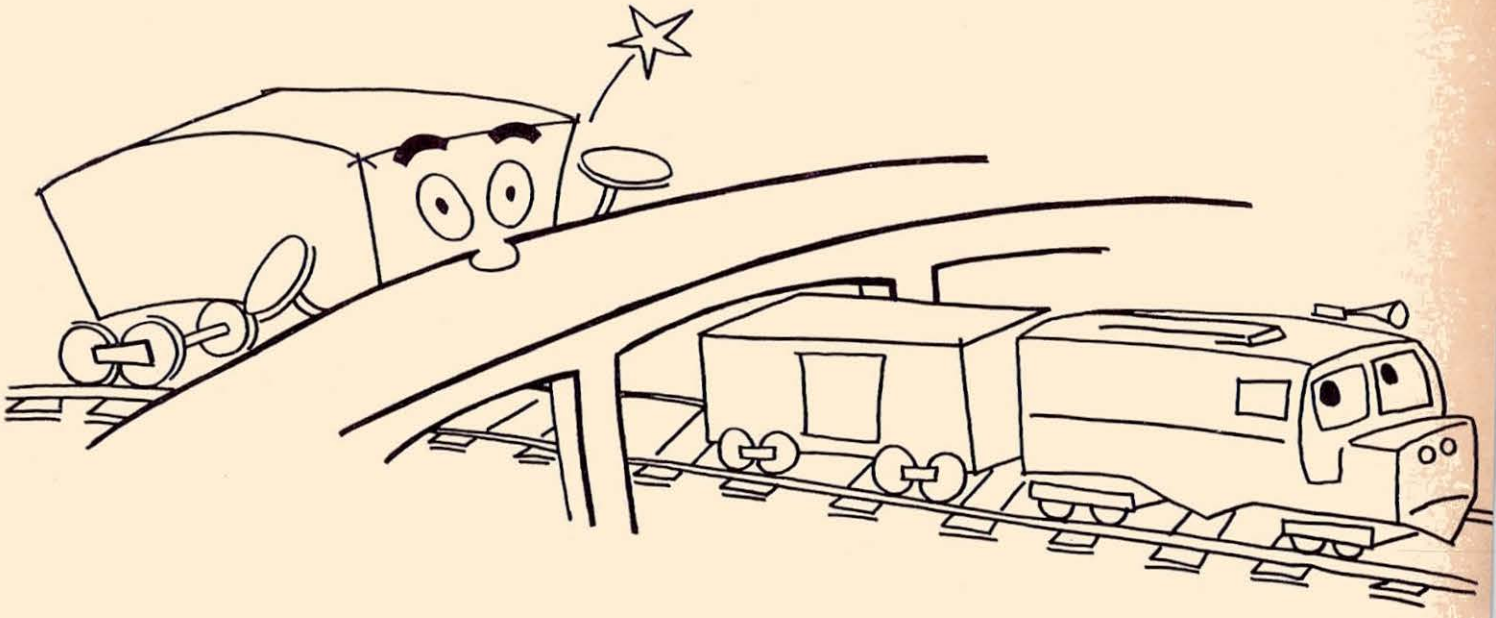
ARE OVERHEAD CLEARANCE PROBLEMS CUTTING INTO YOUR TRAFFIC REVENUE?



If so, why not let ROYCE KERSHAW, CO., INC. investigate your situation. Newly developed equipment is now available which excavates material each side of the track utilizing high-capacity bucket wheel loaders.

This is followed by our improved self-loading undercutter to lower track, thereby providing you with a complete excavating and track-lowering service with the waste material loaded directly into vehicles for dumping.

Track under overhead bridges, tunnels and in other clearance-problem areas can be lowered in a matter of days with this new procedure and traffic can be maintained at all times. The equipment is designed to work with minimum clearance.

Let us schedule your work for this fall or early winter when traffic restrictions are at a minimum. Call or write ROYCE KERSHAW COMPANY, INC., Montgomery, Ala.

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Containerized freight— via FRUEHAUF equipment— pays off for Southern Railway!

LOOK AHEAD LOOK SOUTH

Southern Railway, one of the leaders in the movement of containerized freight, uses Fruehauf Containers to give its growing list of shippers economical, fast, flexible, and dependable service.

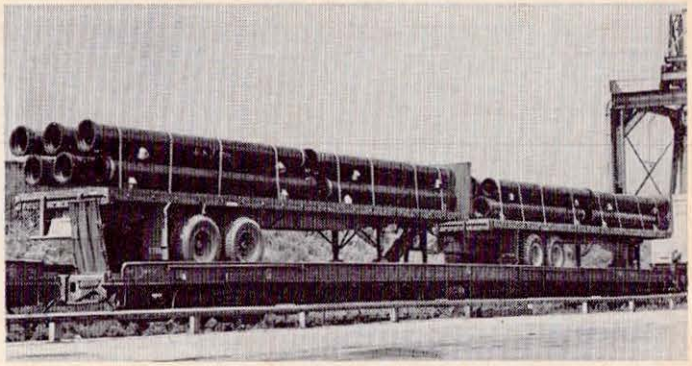
Southern is one of a growing number of railways using Fruehauf Containers to: (1) reduce handling costs, (2) minimize packaging problems, (3) cut down or cut out pilferage.

With 20′ and 40′ Fruehauf Containers in both Van and Open Top design—supplemented by Fruehauf Trailers in piggyback operations—Southern Railway offers its customers freight-handling service tailored to individual needs . . . combining the best features of long-haul rail movements with versatile truck transportation.

There's a cost-cutting Fruehauf container for every job. Sizes range from 4′ x 8′ for small shipments to giant 40′ over-the-road semi-trailer types. For complete information see your local Fruehauf representative or write: **Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Michigan 48232.**

Rugged **FRUEHAUF** Trailers serve Southern Railway in piggyback service.

OPEN TOP CONTAINERS AND TRAILERS



PLATFORM TRAILERS

DROP FRAME DRY FREIGHT VANS

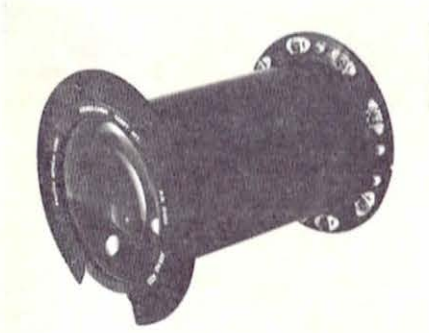
Southern Railway also operates a variety of Fruehauf Trailers in piggyback service: Open Tops, Platforms and big Super-Cube Volume ☆ Vans. Some of their outstanding piggyback features: king pin welded directly to king pin mounting for extra strength . . . reinforced front Bulkhead* strongest in the industry . . . square leg supports–operate twice as fast as ordinary supports with half the effort.

*Fruehauf Patent Pending

Leadership in ENGINEERED TRANSPORTATION since 1914

FRUEHAUF TRAILERS

NEW PRODUCTS REPORT



Lens Inspection System (RA-1)

With "cargo viewers" already standard equipment in the aircraft industry, non-accessible or sealed areas in tank and freight cars, truck and trailer bodies, or other closed compartments can be inspected at a glance, according to the manufacturer of this new lens inspection system. Such total viewing has not previously been possible. The wide-angle lenses of the viewers have a field-of-view of 180 deg. *Pacific Optical Corp.*

Translator (RA-2)

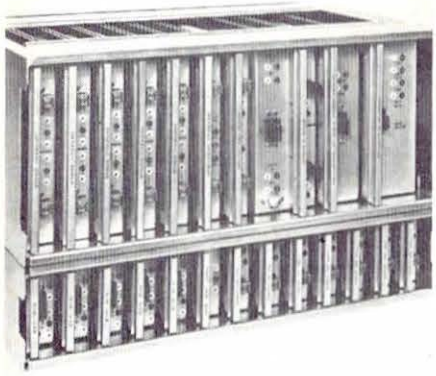
The CT-58-T translator is a self-contained, solid state device for connecting punched tape data to telegraph lines.

The unit features 5-level serial telegraph code output from either 8-level or 5-level punch tape.

The translator may be calibrated to any specified speed up to 10,000 bauds. It has a power input of 115 volt AC ± 15% 60 ± 1 cps. *Canadian Aviation Electronics Ltd.*

Power Pack (RA-3)

A new power pack used with message circuit dialing systems may be a tone receiver which draws less than 10 ma idle and 500 to 1200 ma when receiving a signal. The unit can be a tone generator which draws 5 to 10 ma and a telephone requiring well-filtered, talking-battery equipment of 20 to 30 ma. Output voltage is adjustable from 3 volts to more than 7 volts and is normally set at the factory at 4¼ volts. *Gardner Engineering Service.*



Multiplex (RA-4)

CV-72 multiplex equipment is completely solid state. Sealed mercury and reed relays are used in the signaling units in preference to transistor switches. The equipment is fully compatible with CV-600 multiplex equipment (1-600 channels), and meets all CCITT requirements.

Three basic assemblies are provided within the CV-72 family, giving a 5-, 12- or 24-channel terminal capacity. Each assembly is completely self-contained and is designed for conventional rack mounting.

The total system capacity is from 1-72 channels consisting of 12 channels (one group) in basic group "B" (60-108 kilocycles) and 60 channels (five groups) in basic super-group 2 (312-522 kilocycles). Up to 24 channels may be dropped at any individual station.

The CV-72 operates from a regulated 36-volt, DC source. A 50-watt regulator unit is provided for the five-channel assembly. *Radio Corp. of America.*

RAILWAY AGE WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. George Johnson)

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10/25/65

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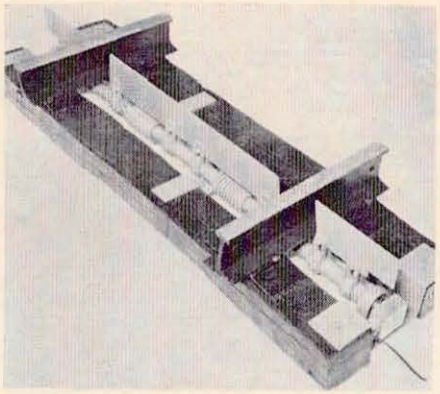


D.E. Detector (RA-5)

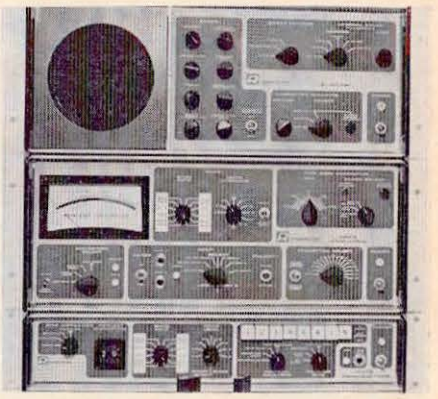
The new self-restoring dragging equipment detector allows repeated detection without servicing, thus permitting continued traffic surveillance.

In a closed circuit installation, it gives oscillatory patterns on read-out tape so the operator can distinguish dragging equipment from loose wheels or hotboxes.

The equipment will meet AAR requirements and is designed to fit standard ties. *Hanlon & Wilson Co.*

Transit Radio (RA-6)

A new fully transistorized 2-way radio for use in urban transit vehicles provides instant contact between dispatcher and motorman and also allows communication from the dispatcher over the vehicle's public address system to the passengers. The unit operates on 24-44 volts DC external source power supply. The unit weighs less than 12 lb with microphone. All connections are made through a single plug at bottom of radio. *Motorola.*



Analyzer (RA-7)

The new DAS-10 telegraph analyzer provides 12 operating speeds ranging from 10 to 10,000 bauds, a floating input for higher common mode voltages, distortion accuracy of ±2%, and internal slide switch programming to vary stop pulse length. The latter feature, an exclusive, enables operators to adjust stop pulse widths from 1.00 units to 2.00 units in 0.01 bit increments. The DAS-10 generates a 128-character message. *Radiation Inc.*

Telephone Service (RA-8)

A new, intercity private line business telephone service features instant, automatic connections, with no dialing and no minimum-time charges.

The direct automatic service, called "Hot/Line," works like this: The caller lifts the telephone handset causing the distant-city telephone to ring instantly and automatically. There are no multi-digit numbers to call, no dialing and no telephone operators involved.

Hot/Line remembers to complete a call should a circuit be busy. The caller simply replaces the handset and the phone automatically rings back the caller and the called party the moment the circuit is available.

Extension telephones will be offered shortly. Incoming calls will be received first on master telephone and completed by push button on master phone.

Conversation on the master telephone will be protected from eavesdropping by touching another special button. This will prevent any conversation from being heard on an extension telephone, thus permitting confidential matters to be discussed in privacy. *Western Union.*

Control Console (RA-9)

A new communication equipment control console, model 1835, contains a speaker panel and 18 module insert panels.

It can accommodate up to 36 various types of communication circuits. The model is 29 inches long, 8¼ inches and 13¾ inches deep. *Electronic Communication Equipment division of Western Industries.*

Door Controls (RA-11)

The P.S.O. (power spiral operator) Mark II system of automatic door controls designed for BART cars is mounted entirely within car side wall to rear of each door recess. Activating rod, extending from motor, slides inside door panel when door is opened. The system, geared for weight reduction and efficiency of passenger movements, is said to reduce weight by 50% compared with equivalent conventional motor-and-linkage systems. *Midland-Ross.*

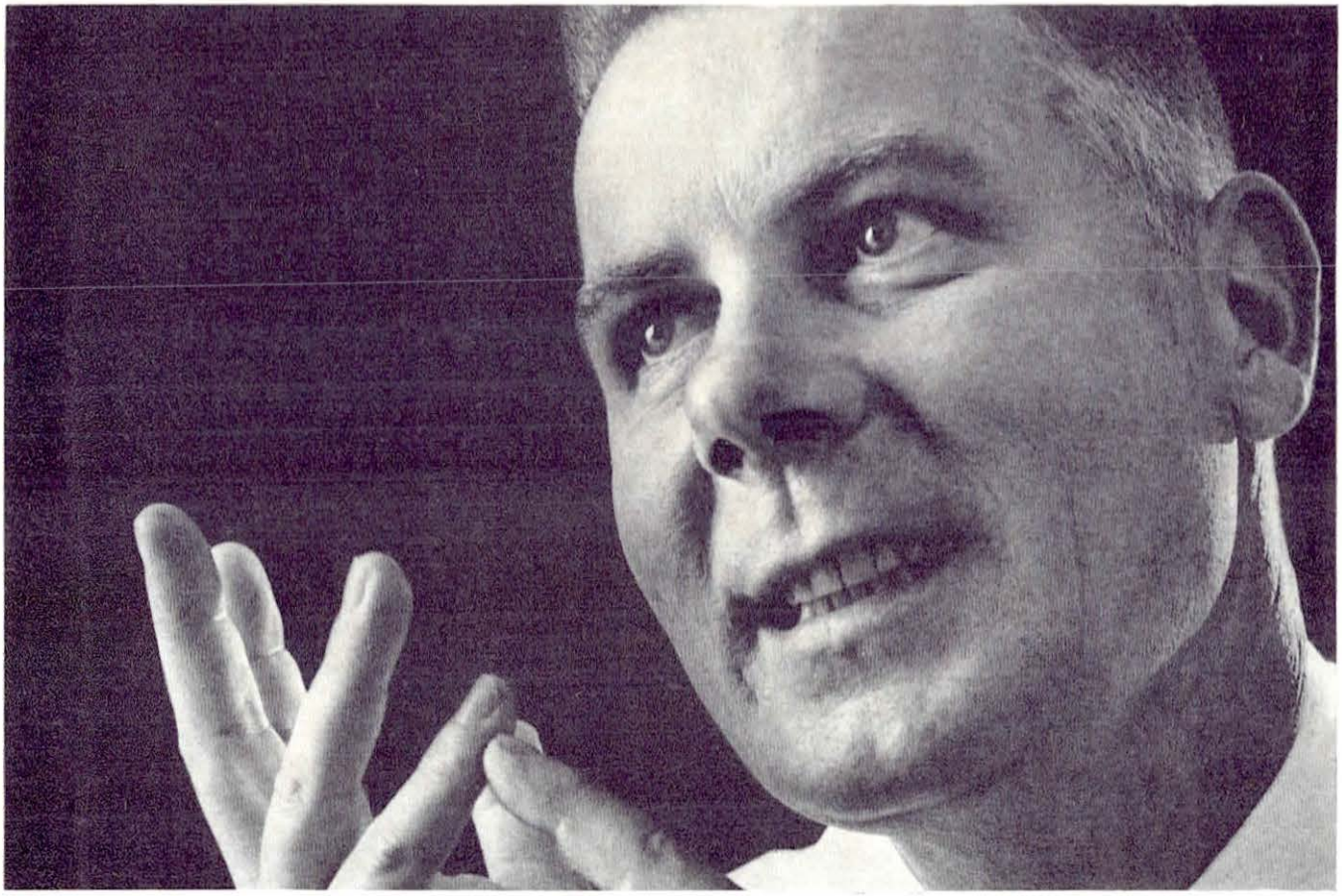
Printer Service (RA-10)

A new offering of a 100-words-per-minute teleprinter service features voice coordination capability, through Western Union's broadband exchange service network. The service is 34 words a minute faster than standard teleprinter exchange. BES allows subscribers to call up various wide band channels, through a pushbutton telephone, for the exchange of data, facsimile, and voice communications on a toll basis. Charges are based on a one minute minimum. with connection between Chicago-New York costing 35 cents plus 3½ cents for each additional six seconds.

Automatic answering and identification of the called teleprinter permits unattended receiving.

The 22 cities and their metropolitan areas in which the service will be initially available are: Atlanta, Baltimore, Boston, Buffalo, Chicago, Cincinnati, Cleveland, Dallas, Denver, Detroit, Houston, Kansas City, Mo., Los Angeles, Minneapolis, New York, Philadelphia, Pittsburgh, St. Louis, St. Paul, San Francisco, Seattle and Washington, D.C. *Western Union.*

"Sure, Seaboard can give you overnight Piggyback delivery."

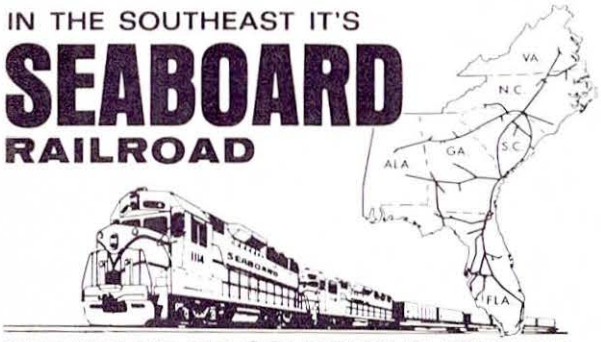


Your local Seaboard representative has the facts at his fingertips on our fast—and fast growing—Piggyback service to and from the Southeast. Or ask him about bulk incentive rates, the exactly-right car for handling your commodity—even a possible change in freight schedules.

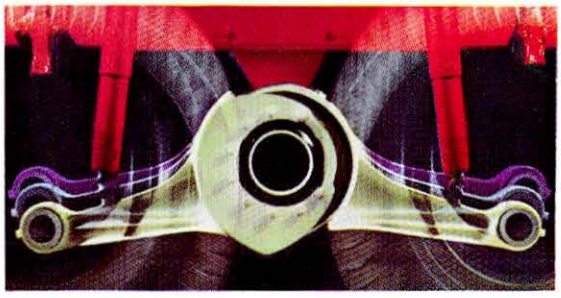
You'll get straight answers from a man who takes pride in his job, and who wants you to "Seaboard it" next time and the next.

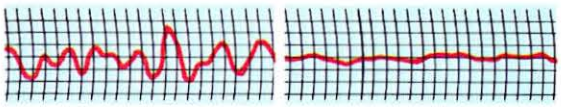
IN THE SOUTHEAST IT'S

SEABOARD
RAILROAD



THE ROUTE OF COURTEOUS SERVICE





CONVENTIONAL VELVET-RIDE

HOW WHITE TRUCKS' NEW VELVET-RIDE* PROTECTS DRIVERS, EQUIPMENT AND CARGO

Velvet-Ride is a revolutionary tandem-axle suspension system. It gives a heavy-duty rig an almost passenger-car ride.

See the oscillograph traces above? They were made at driver's head level in two loaded tractor-trailers traveling at the same speed over the same road.

What a difference! Think what this means in driver comfort . . . safety . . . equipment life . . . cargo protection.

Why such a big difference? Velvet-Ride is the only rubber-torsion system with independent arms. Shocks at either axle are isolated and absorbed before they can shake the chassis.

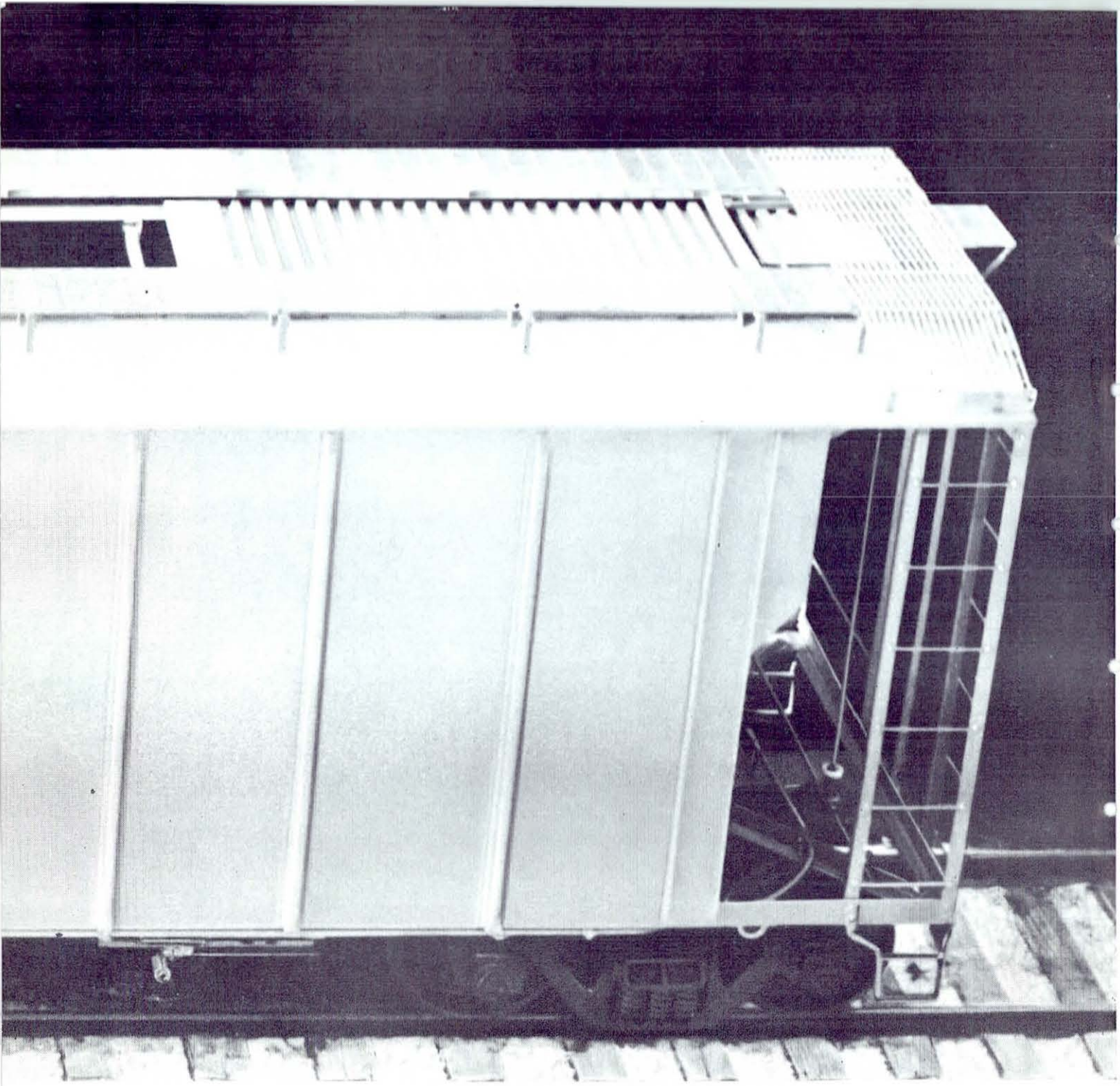
Bumps that could clobber cargo *can't* build up.

Whether you are a truck operator or a shipper . . . let us give you the full story on a WHITE® tandem with Velvet-Ride. Chances are, your business, too, will run a little smoother. White Truck Division, Cleveland, Ohio 44101.

WHITE TRUCKS

DIVISION OF WHITE MOTOR CORPORATION

*"VELVET-RIDE" is White Motor's trademark for the patented WILLETTS SUSPENSION



We're on top of things.

Up on the roof of this new Roll-A-Hatch covered hopper car. Our aluminum sheet makes up the retractable corrugated cover for these dry, bulk cargo cars built by Greenville Steel Car, Greenville, Pennsylvania.

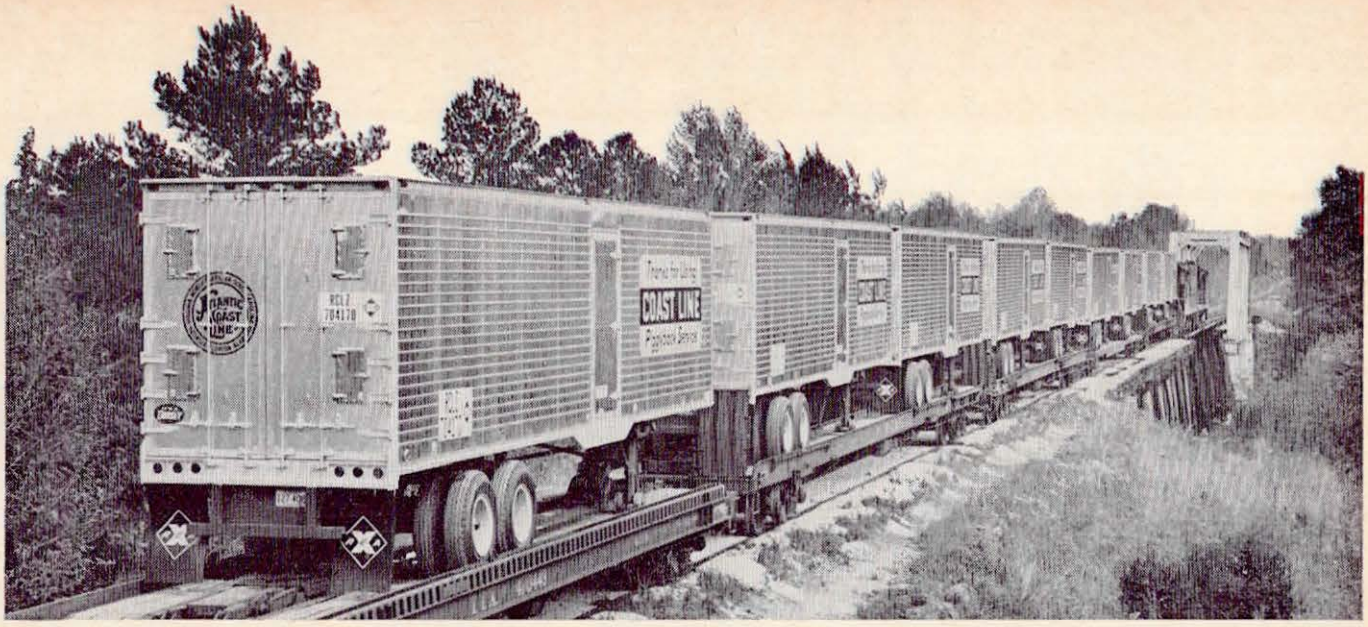
Dow designers worked with Greenville to perfect this new idea. And Dow's aluminum fabrication know-how played a key role in producing the Roll-A-Hatch. There are no latches or lifting with the Roll-A-Hatch car. One man on the ground, using a simple hand crank, can roll the self-nesting cover open to the car's full length. Loading is simplified because the chute's operator has an unobstructed view inside.

Aluminum is important to this unusual design concept. The cover is lightweight and flexible. It won't rust to contaminate lading. No lubrication or maintenance is needed. And it can withstand weights of 300 pounds without a trace of distortion.

What else have we been up to here at Dow? For one thing, we came up with the idea of a massive extruded aluminum center sill. And we're making it now, along with the side sills and bolster sections for the underframe of a new, all-aluminum rapid transit car. Our extrusions, sheet and plate are going into all types of hopper cars. And we're working out the details for a boxcar bulkhead door coming soon.

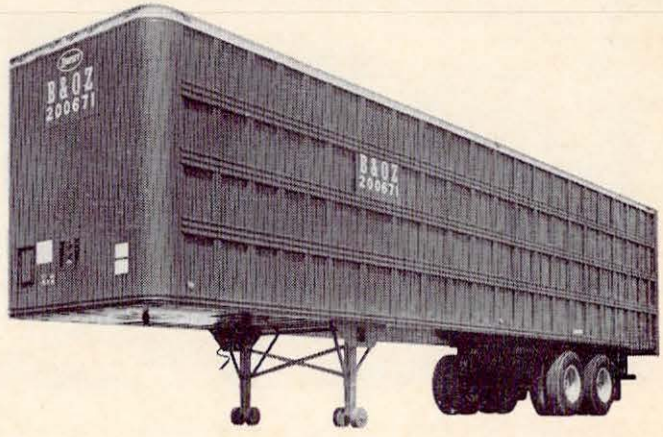
We've ideas, all kinds of them. Maybe they could be matched up to your problems. Give us a try. The Dow Metal Products Company, Division of The Dow Chemical Company, Midland, Michigan.

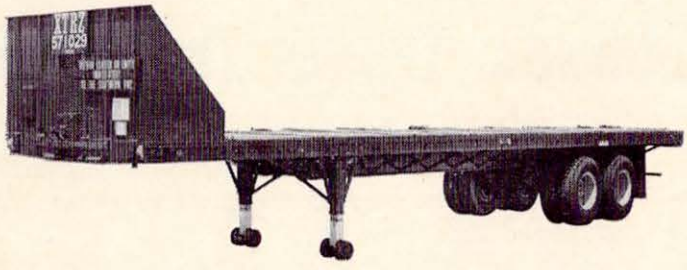
DOW



The reliability of rugged Dorsey Trailers keeps piggybackers coming back for more!

Year after year, Dorsey Trailers are demonstrating their ability to stand up under the toughest punishment. This record of reliability is one of the reasons so many lines continue to choose Dorseys as they expand their piggyback service. If you're interested in dependable trailers for piggyback operation, it will pay you to call in Dorsey Special Products Division engineers. They can be at your desk in hours to help you with your most challenging problems.





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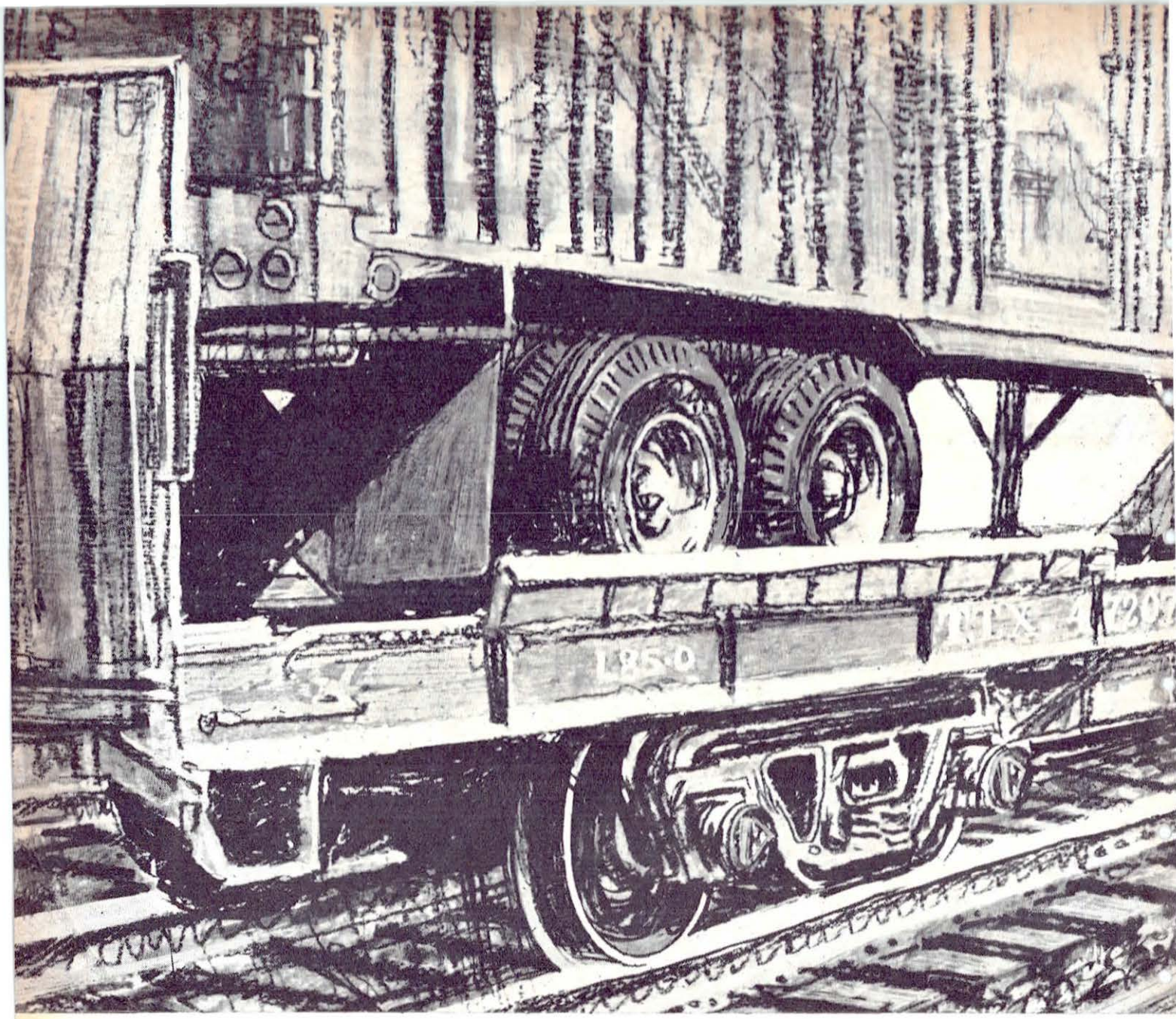


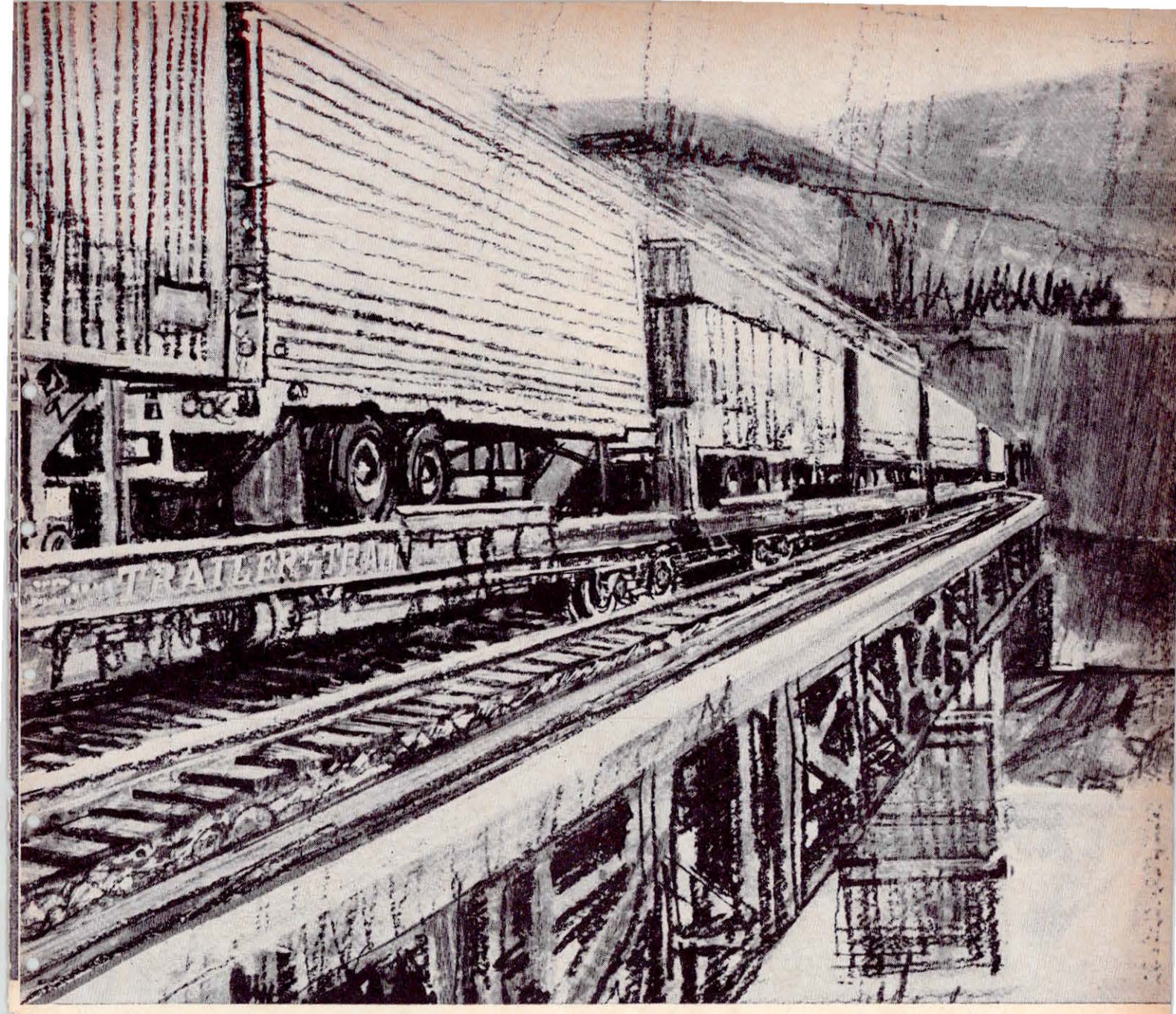
Add up the weight on each axle. Multiply Reduce hot boxes. Trailer Train has

When the Trailer Train Company started piggybacking just 9 years ago, there was little information to go on. No one had ever used this concept on a large scale before.

What would happen to a trailer flat car after such hard use? How far could wheel, axle and truck components run between repair intervals? How high would maintenance costs be? What size cars were best? 50 feet, 70 feet, or longer? Trailer Train went out on a limb and made predictions. They predicted correctly.

The railroading professionals at Trailer Train have been continually searching for improvement and they still are. Performance of equipment has exceeded expectations.

Timken® "AP" railroad bearings are on the axles of over 20,000 of Trailer Train's 24,498 cars. They helped make the predictions come true. They met 350,000-mile inspection interval requirements and were promoted to 400,000-mile intervals. Many have rolled up over 500,000 trouble-free miles and are still going strong. The hot box problem, which could never be tolerated here, has been solved. Operating and maintenance



by high speed and continuous rolling. the answer: Timken® "AP" bearings.

costs are low. Return on investment is fast.

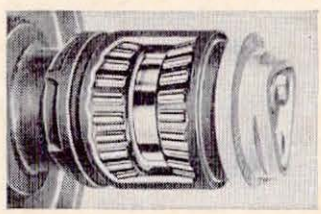
Today, over 200,000 freight cars roll on Timken tapered roller bearings in the U.S. and Canada. Trailer Train, with 38 member railroads, is the largest user of "Roller Freight" in the world.

Timken bearings are made of case-hardened steel with high nickel content for toughness. We make this steel in our own mill to control quality from start to finish.

Timken bearings' tapered design absorbs both radial and thrust loads, in any combination, for smooth performance under high loads and speeds.

Put us to the test soon. See your Timken bearing sales engineer, or write The Timken Roller Bearing Company, Canton, Ohio. Also manufacturers of Fine Alloy Steel and Rock Bits.

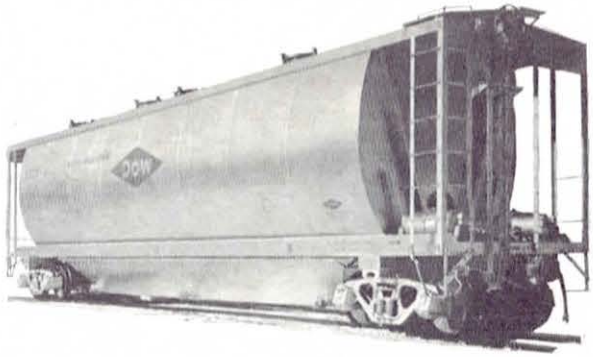
QUALITY TURNS ON HEAVY DUTY



TIMKEN®
TAPERED ROLLER
BEARINGS

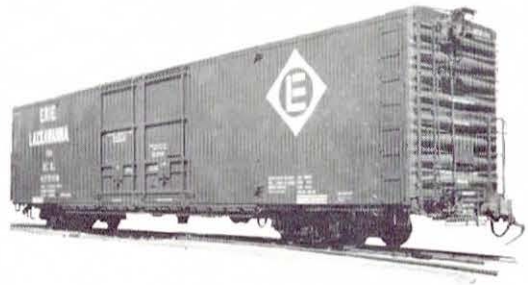
the answer to better car

.....from nuts

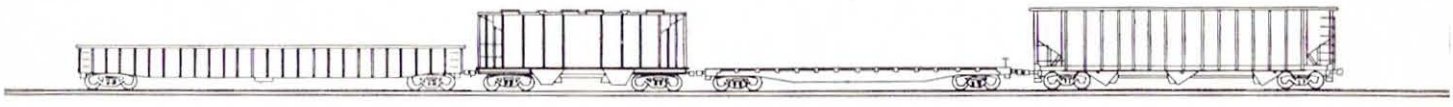


to steel coils

to automobile engines



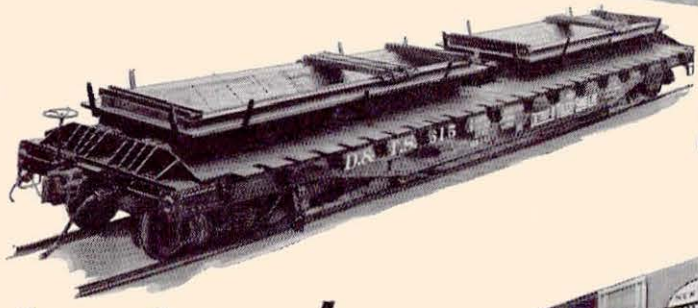
move faster, with less handling



utilization may be here

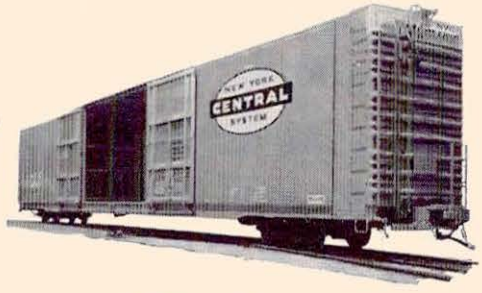
to wheat

to chemicals



to salt

to stampings

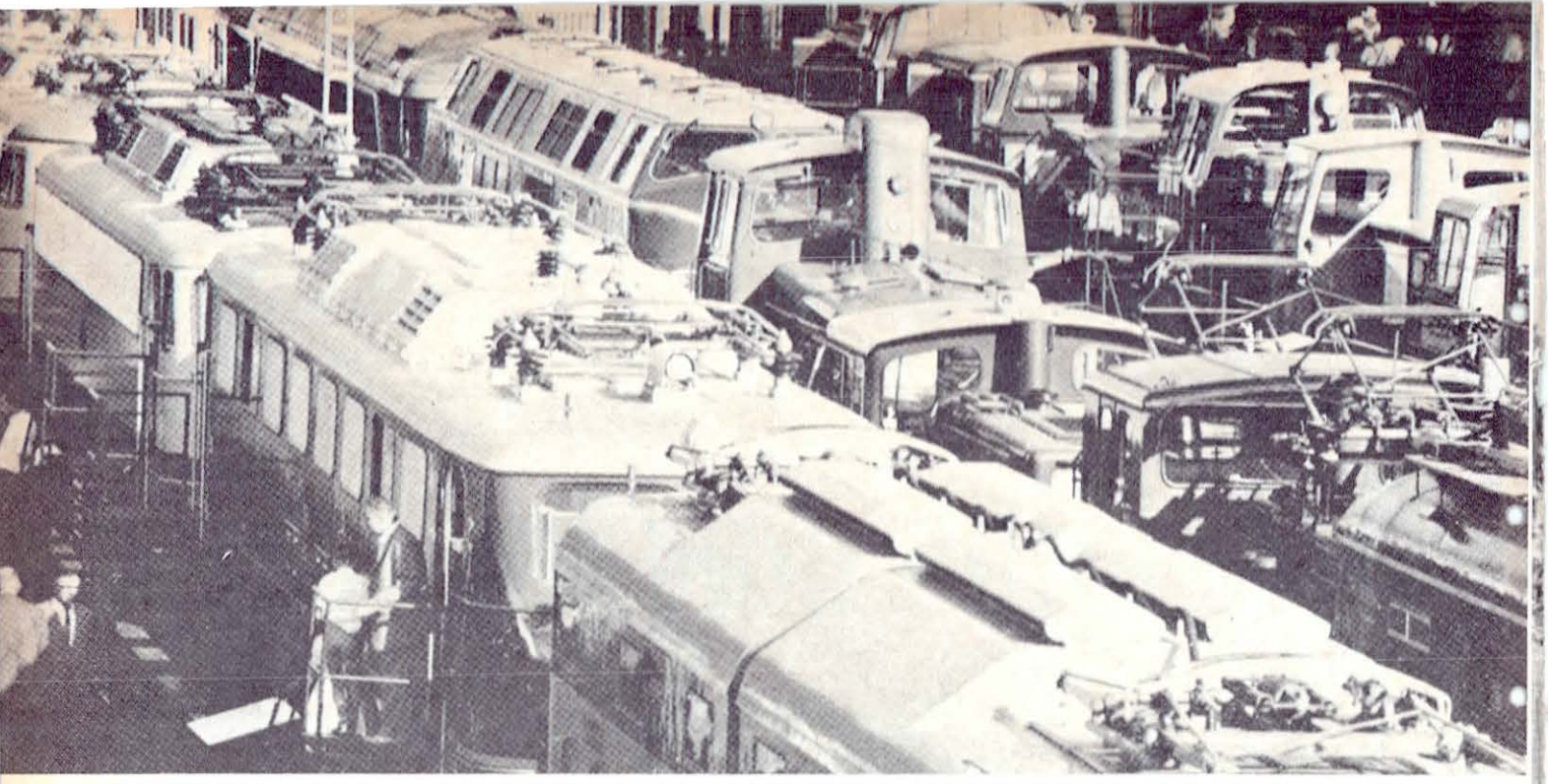


Key cargoes

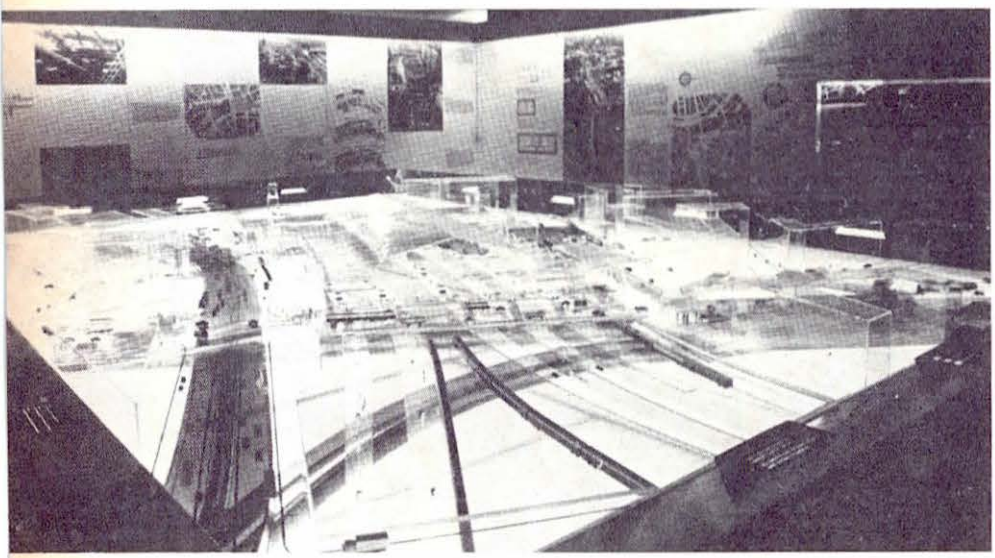
cost, in Greenville's newest designs.

Each of these Greenville cars came into being *to help someone move something from here to there* at lower cost. You should know more about them. They speed loading and unloading, protect lading from damage, incorporate the newest metals and specialty items, travel more miles with less maintenance and stay in revenue service longer. If you view railroading as a resurgent industry, headed into a new era involving new techniques and advanced, more profitable equipment, talk with Greenville about these cars. They can help you improve your profit picture.

GREENVILLE **STEEL CAR COMPANY**
Subsidiary of Pittsburgh Forgings Company
GREENVILLE, PENNSYLVANIA



EXHIBITS of modern motive power and rolling stock were a highlight of Munich's Exposition of Transport and Communications.



MODELS of German subway systems drew much praise from visitors to the Exposition.

European railroads get the onceover

Railway Age tour touches rail highspots in three countries.

A SPECIAL VISIT to Milan's impressive Garibaldi Railway Station was arranged for Railway Age Overseas Tour members by officers of the Italian State Railways. Among the facilities inspected were electric switches and the station's huge control panels.

In mid-September, a group of leading U.S. railroaders and railroad suppliers—accompanied by three members of the staff of Railway Age—left John F. Kennedy International Airport via Swissair for a combined business/educational tour of railway facilities in Western Europe. The prime target of the tour was the International Exposition of Transport and Communications (IVA) at Munich, West Germany. Visits to railroad installations in Italy and Switzerland were also on the busy (and businesslike) itinerary. Altogether, 57 persons were on the Railway Age tour. Others — including New York Central President A. E. Perlman— joined the tour for brief periods. On these pages, in text and pictures, is Railway Age Western Editor John Mitros' report on the tour.

Everyone on the Railway Age tour will remember what they saw in September—not only in Munich, but in Zurich, Milan and Lucerne, too—for the most obvious of reasons. The tour enlarged and deepened their knowledge of railroads. It will be impossible for any of the men on the tour—be he president, vice president, chief engineer, director of personnel or superintendent —not to measure the work-a-day content of his life in U.S. railroading against the close-up he got of the men, machines and trains of the progressive rail systems in Switzerland, Italy and Germany.

As Jack Eisemann, Santa Fe's knowledgeable chief engineer-lines west, said to me as we stood on the balcony outside the control tower of Porta Garibaldi, Milan's new passenger station: "What I've seen and heard here will probably act as a new and different dimension to my thinking from now on."

● **Excitement and expectancy.** Munich in September is beautiful, but this last September Munich was much more. It was a Mecca for transportation men the world over. The IVA exposition did more than merely display the impressive progress of the West German, French, Belgian, Dutch, Swiss, Italian, Austrian and Indian national railway systems. IVA, in the long run, may have quickened the exchange of ideas and data between railroad men around the world. With European railway systems on the eve of a decision to adopt a universal automatic coupler, we sensed the excitement and expectancy of the railroad men who are preparing the European version of super railroads.

Certainly our group felt the excitement of accomplishment everywhere at IVA. The Railway Age Overseas Tour group (men from a couple of dozen U.S. railroads and supply companies), like thousands of railroad men from all

LUCERNE'S splendid Transport Museum was another highspot of the Railway Age tour. The museum's unusually comprehensive outdoor and indoor exhibits provide a good summary of the history of transportation from the earliest days to the present. Coffee was on the house.

NEW YORK CENTRAL PRESIDENT A. E. Perlman was among those who joined the tour for brief periods before departing on other business. Mr. Perlman (center) is shown discussing NYC's Flexi-Van container service in Rotterdam, Holland. Flexi-Van units will be used on new Trans-European Road Rail Express (RA, Oct. 4, p. 7) between the Benelux countries and northern Italy.

over the world who came to IVA, became perceptibly more internationalist in outlook at 130 mph—riding the German Federal Railway's Schnellfahrt between Munich and Augsburg.

Set up to demonstrate the advances of West German railroad technology, the Schnellfahrt was a magnet that drew members of our group—some of them for several rides. This reporter and members of our group were aboard the Schnellfahrt when it hit a speed of 215 km/h (a little better than 130 mph) running from Augsburg to Munich. The railway men aboard were pretty thoughtful as they looked at the groves of chestnut trees and the neat Bavarian countryside flitting by the train's windows. The train (and this caused comment on the part of T. F. Flanagan, supervisor-motive power control bureau for the Pennsylvania, and E. A. Manetta, manager of motive power & equipment for the Norfolk & Western, as well as others in the Railway Age group), had almost no sway. Ed Buker, president of Coach & Car Equipment Corp., noted that the Schnellfahrt's ride was smoother than one might expect from a modern subway train.

Powering the Schnellfahrt was an electric locomotive, the German Federal Railway's E 03, first of a new series built by Henschel and Siemens for regular 200 km/h passenger service. The E 03 can kick its hourly rating at maximum speed (8,750 hp) all the way up to 12,000 hp for ten minutes, thus allowing a train with eight coaches to accelerate from a standstill to 200 km/h in three minutes. The E 03 is also the first German locomotive equipped with automatic speed controls governed by a computer in the locomotive.

● **2.7 million visitors.** Our delegation to the IVA was just a drop in the stream of international visitors to the gigantic show. IVA's headcount of visitors to the end of September was 2.7 million.

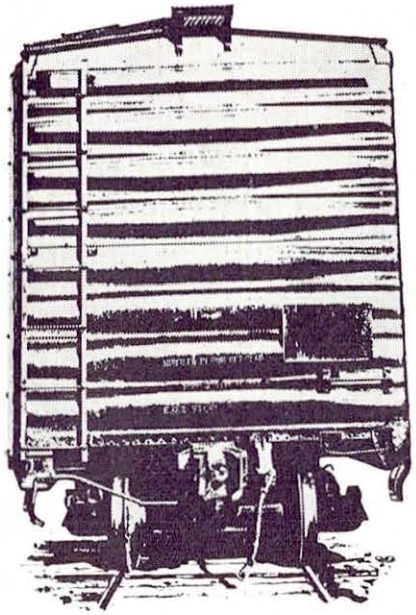
Our delegation, and NYC President Perlman, were welcomed to IVA at a reception given by the German Federal Railway (DB) Munich region president, Willi Lettau. Maintenance of way, mechanical, signal and communications and administrative officers of the DB were on hand to greet us. Other European railroaders and suppliers extended hospitality to men in our delegation, and many of us took advantage of being at IVA to take sidetrips to visit railway installations and suppliers'

(*Continued on page 80*)

BACK BONE

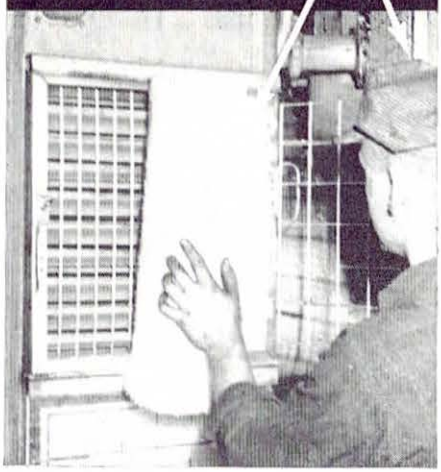
The backbone of a railway's freight fleet? General-purpose boxcars! In the 1964-65 period Great Northern will have added 2000 of them. Modern cars of great capacity with wide-door openings. Cars that can cut shipping cost through incentive rates and mechanical loading. Check with your GN Traffic Agent.

GREAT NORTHERN RAILWAY



GREAT NORTHERN RAILWAY
(Products Reference 74A)

AAF AMER-kleen air filters do a better job at lower cost on engine intakes and carbodies



NOW INSTALLED ON 29 RAILROADS...

On-the-job operation in locomotives has clearly demonstrated these three major competitive benefits of AMER-kleen replaceable glass fiber filters.

1. **LOWER INITIAL COST.** The cost of metal panel filters is at least 70% more than for AMER-kleen retaining frames.
2. **LOWER FILTER OPERATING COST.** It's far less expensive to replace AMER-kleen glass fiber media at regular intervals than to wash and re-oil metal filters.
3. **LOWER LOCOMOTIVE MAINTENANCE COSTS.** AMER-kleen allows far less dirt (about half that of metal filters) to get to – and into – your equipment.

Only AAF makes both permanent metal panel filters and disposable filters for engine intake and carbody service. We recommend AMER-kleen disposable filters for existing motive power, and we think you'll demand AMER-kleen when you know all the facts. Write for a free copy of AMER-kleen Bulletin 125. Address: J. K. Sparrow, Transportation Products, American Air Filter Company, Inc., 111 Central Ave., Louisville, Ky.

AAF American Air Filter

BETTER AIR IS OUR BUSINESS
(Products Reference 74B)

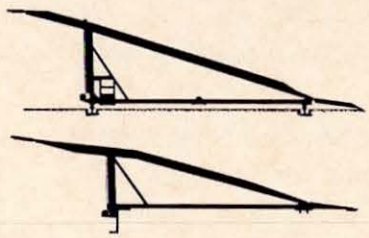
(Product Reference 75A)

Fail-Safe Auto Ramp Speeds Car Loading

NEW lift screw sets–and locks–PAGE multi-level ramp at exact desired height

PAGE Multi-Level Auto ramps are now *safer* and speedier to move, set up and use. A new screw-type lift eliminates cables, worm gears, etc. — provides exact height with *automatic locking dependability*. Smooth ramp design and visual operating guides increase efficiency. Ask about *all* the new improvements.

5 auto ramp models



ML-13A *Mobile Rubber-Tired.* Easily towed over highway — transported by rail. Air-brake equipped.

ML-16A *Dock-mounted right-angle traversing* (shown above). For *several* tracks, from dock end. Moves laterally, on rails, under own power.

ML-18A *Dock-mounted stationary.* For *single* track, from dock end.

ML-19A *Track-level right-angle traversing.* For *several* tracks, at ground level. Moves laterally, on rails, under own power.

ML-25A *Track-level stationary.* For *single* track, at ground level.

PAGE PAGE

A DIVISION COMPANY OF DURA CORPORATION
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Manufacturers of Modern Transportation Equipment for Industry

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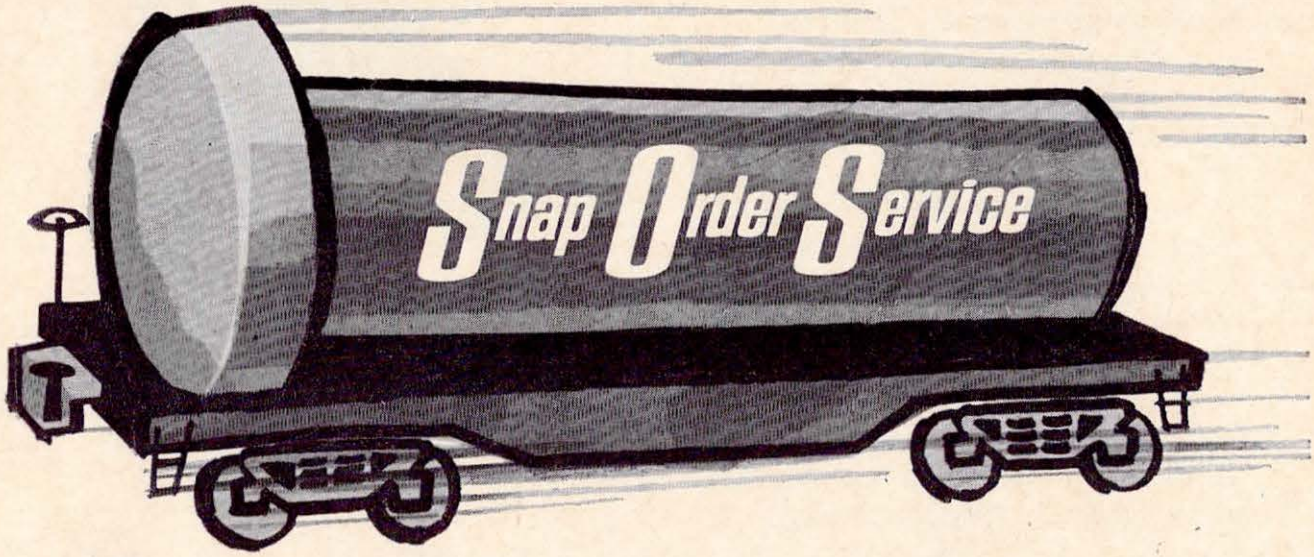


. . . is three ways faster in speeding Ex-Cell-O Tough Guy Pins and Bushings to you!

What does it take to start the industry's longest-lasting Pins and Bushings on their way to you faster than ever before? First, Ex-Cell-O's new Highball Order Processing between order desk and shipping room; second, prepackaging of standard sizes; and third, electronic inventory control. We call it SNAP ORDER SERVICE. ☐ Just call. We'll have your order on its way in 24 hours or less, with same-shift shipping in many cases. ☐ For really *fast* service next time, give Ex-Cell-O SNAP ORDER SERVICE a try! ☐ *Railroad Division, Ex-Cell-O Corporation, 1200 Oakman Blvd., Detroit, Michigan 48232.*

65-17PE

Railroad Division XLO | EX-CELL-O

(Product Reference 75B)

If you're one of the 389 men in the Railroad Industry concerned with specifying refrigeration equipment, these facts are important to you:

1 Transicold is the second largest manufacturer of piggyback refrigeration, **but** . . .

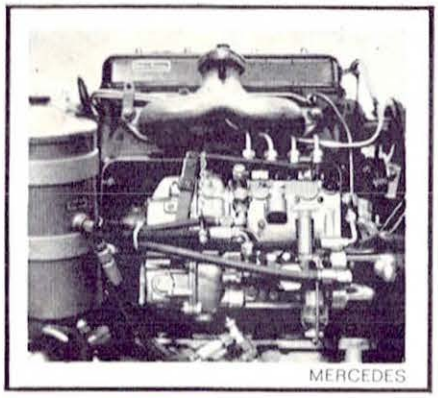
2 **Only** Transicold offers **both** the MERCEDES BENZ and PERKINS diesel engines as power options.

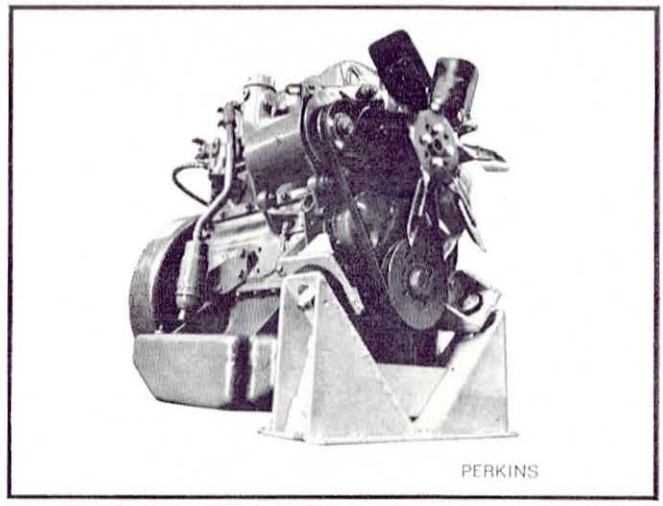
3 **Only** Transicold offers the famous UNIDRIVE direct-power transmission system that eliminates belts and pulleys to meet railroad's demanding needs for simplicity and dependability.

4 **Only** Transicold offers compressor "UNLOADERS" to reduce product dehydration and virtually eliminate top freezing of perishables.

5 **Only** Transicold operates a *Performance Validation Laboratory* providing twice as many checks on the refrigeration unit as the Air-Conditioning and Refrigeration Institute requires.

These are a few of the reasons there are over 20 major railroads operating more than 2,000 Transicold refrigeration units today. Obviously there are other refrigeration units on the market, and certainly there are cheaper units available. Transicold's emphasis, however, is on versatility and dependability!

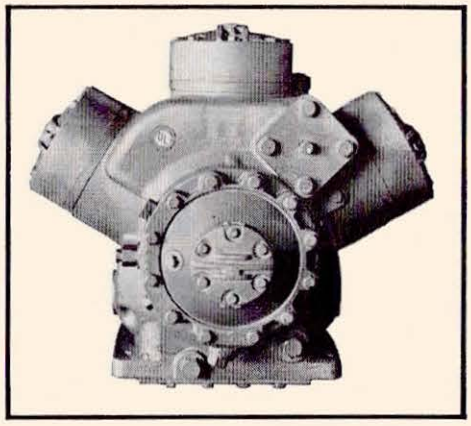

MERCEDES


PERKINS

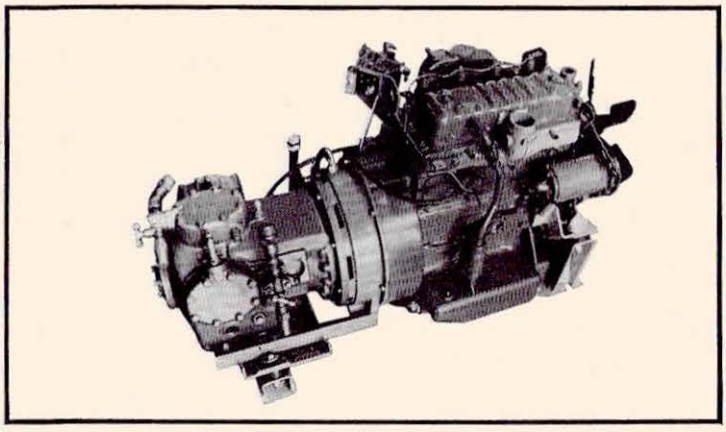
These are the famous PERKINS and MERCEDES diesels which power over 95% of the refrigeration units in use on piggyback trailers. Only Transicold offers you both.

Cold facts about piggyback refrigeration

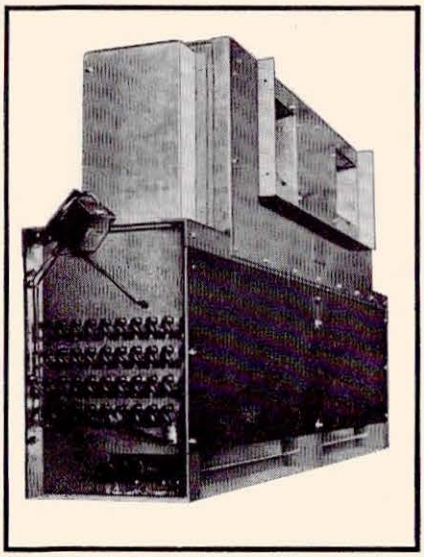
A view of Transicold's P.V. Lab (Performance Validation Laboratory) in which more than 100 tests are made on the actual operation of every model. The P.V. Lab tests far exceed the requirements established by the Air-Conditioning and Refrigeration Institute. Transicold operates the only P.V. Lab in the industry.



Carrier compressors, rugged, ringed, proven for railroads' demanding needs, can be equipped with "Unloaders" to reduce top freezing and dehydration. Only Transicold offers you this sure way to profits.

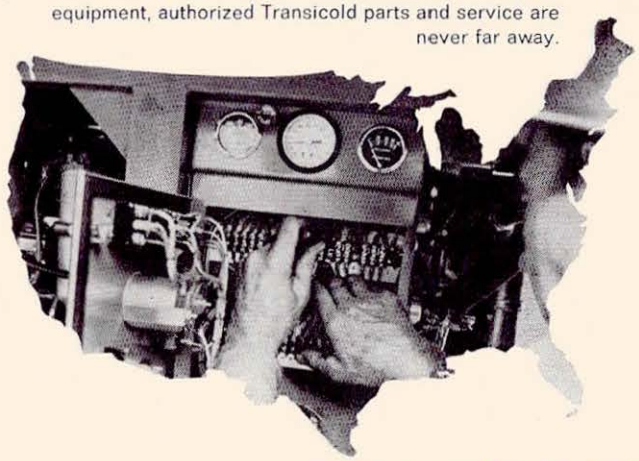


Unidrive! The most trouble-free and dependable power transmission system in the industry. No belts, no pulleys, no transmission-type gears. The heart of Unidrive, the Permanent Magnet Generator, has not one single wearing part! It provides all the electrical power necessary for the system and gives you an unlimited choice of evaporators.



One of the exclusive Transicold evaporator options, the Thinline, is designed with an unusually thin profile to increase useable cargo space, minimize cargo damage from protruding edges, and facilitate palletized loading. One railroad alone operates over 400 Transicold units with the Thinline evaporator.

Over 150 Transicold parts and service centers cover the United States from coast to coast and border to border. Service technicians are factory trained and schooled to specific needs of railroads. Regardless of the location of your equipment, authorized Transicold parts and service are never far away.



TRANSICOLD SERVICE/WHEREVER TRAILERS TRAVEL

TRANSICOLD CORPORATION

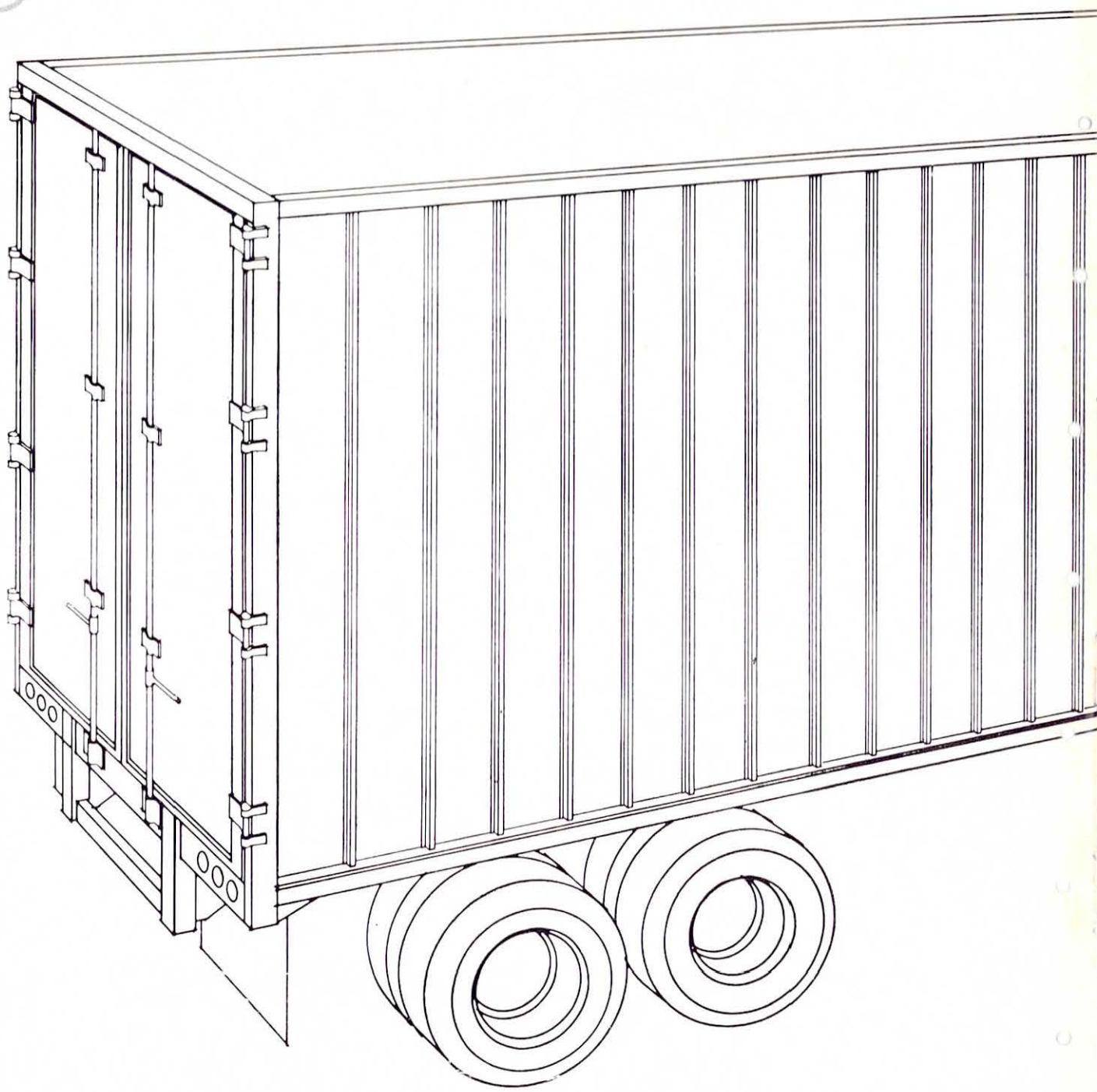
1100 South Taylor Avenue / Montebello, California

There's a time to get hard-nosed about your trailer design

That's when you're talking bulkheads and piggybacking. Nothing can take the front-end punishment of piggybacking like steel construction. And depending on how hard-nosed and rugged you want your front ends to be, you can choose from a whole family of USS steels.

USS COR-TEN High-Strength Low-Alloy Steel offers you opportunities for weight reduction and space savings. It can provide twice the paint life because of superior atmospheric corrosion resistance. USS EX-TEN Steel has

Steel This mark tells you a product is made of steel.

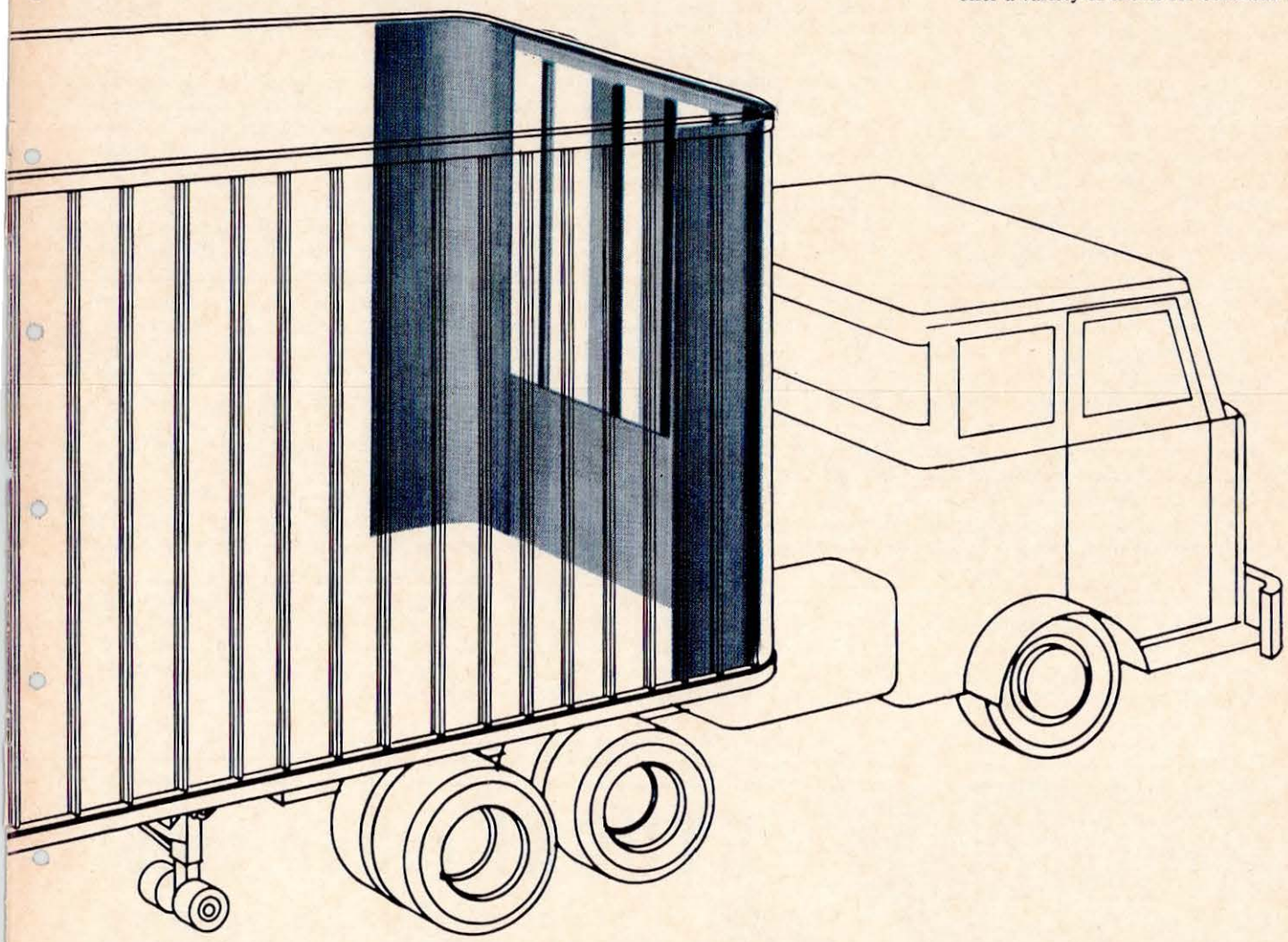


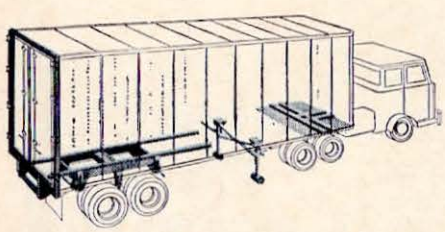
USS **United States Steel: where the big idea is innovation**

more strength per dollar than any other USS high-strength low-alloy steel. USS TRI-TEN Steel is ideal for moderately severe impact service, offers durability and weight reduction, with a healthy payload boost. USS carbon steels remain a bargain in tough bulkhead use in Paintbond galvanized—phosphatized for long-lived painting surface.

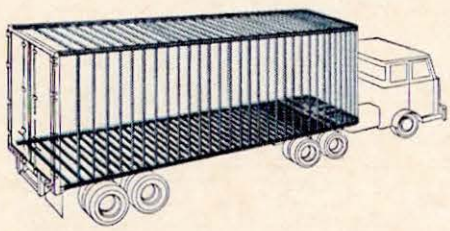
Steel's strength, toughness and efficiency make it ideal in all van parts. In fact, an all-steel van—properly designed from the front bulkhead back, using the rugged, durable USS Family of Steels—allows a payload capacity that is probably greater than you've ever thought possible in steel. We've accumulated a lot of facts about today's van designs that are interesting, objective, and could save you money. Contact the USS District Sales Office nearest you, or write United States Steel, Room 8581, 525 William Penn Place, Pittsburgh, Pa. 15230. *USS, EX-TEN, COR-TEN, and TRI-TEN are registered trademarks.*

Bulkheads: Trailers used in piggyback service need the kind of bulkhead strength that only steel can give them. Formed posts and rails made from USS EX-TEN, TRI-TEN, or COR-TEN Steels offer strength with minimum weight. USS COR-TEN or Paintbond galvanized-phosphatized steels offer a variety of sheets for bulkhead service.

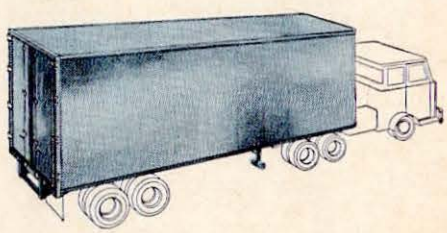




Tandem: Steel *must* be used in certain areas of van design. USS Higher Strength Steels give your fifth wheel assembly, sliding tandem, and rear door frame maximum toughness and durability with minimum weight.



Floor, ribs and bows: USS High-Strength Low-Alloy Steels in floor, rub rails, body bolsters, posts, cross sills allow substantial weight reduction without sacrificing strength.



Skin: USS Steel Sheets offer lots of ways to skin a trailer—all of them economical and practical for any van trailer requirement. Only steel skins offer maximum ruggedness, with light weight and good looks.

Railway Age overseas tour

(*Continued from page 74*)

plants in Germany, Holland, Austria and even behind the East-West border, to Czechoslovakia.

There was something for everybody at IVA. The show covered the entire transportation spectrum, from ICBM displays to buses and Alpine cable cars. But, everyone agreed the railway part of the show was both the biggest and most exciting ever staged. For maintenance of way men in the Railway Age delegation—men like John Eash (chief engineer for the Pittsburgh & Lake Erie), E. Q. Johnson (system chief engineer of the N&W) and Charles Popma (assistant vice president-engineering for the NYC), as well as Santa Fe's Jack Eisemann—there were comprehensive exhibits of track machines from Plasser, Matisa and other European suppliers. For men like Grant Arrasmith (chief engineer-brake shoes for the American Brake Shoe Co.), W. H. Bogar (principal mechanical engineer in the traffic department of DuPont), John Moorhead (chief engineer of the railway equipment division of the Evans Products Co.), as well as PRR's Thomas Flanagan and N&W's Manetta, there was a dazzling display of rolling stock and locomotives —more than 100 pieces in all—incorporating the most advanced features developed by European mechanical engineers. Signal and communications folks like Ed Gold (eastern sales manager of Kerite), J. G. Karlet (manager of signaling & communications for the N&W) Richard Mather (assistant engineer signal & electric for the Belt Railway of Chicago) and others saw what one member of our group called "the most fantastic models of signal systems I've ever seen." Signal systems, automated locomotive operations, advanced tank cars, refrigerator cars, covered hoppers and box cars whose tops and sides opened, plus an astonishing array of track-work machinery, were only part of the IVA offering. Sophisticated container equipment, while distinctly European (as was all the equipment displayed at IVA) greatly interested specialists in the Railway Age group. Perlman thought the IVA displays of container developments were both exciting and promising. "It is very important that a degree of standardization reach across the Atlantic in this matter of containerization," he told members of the group at the DB reception.

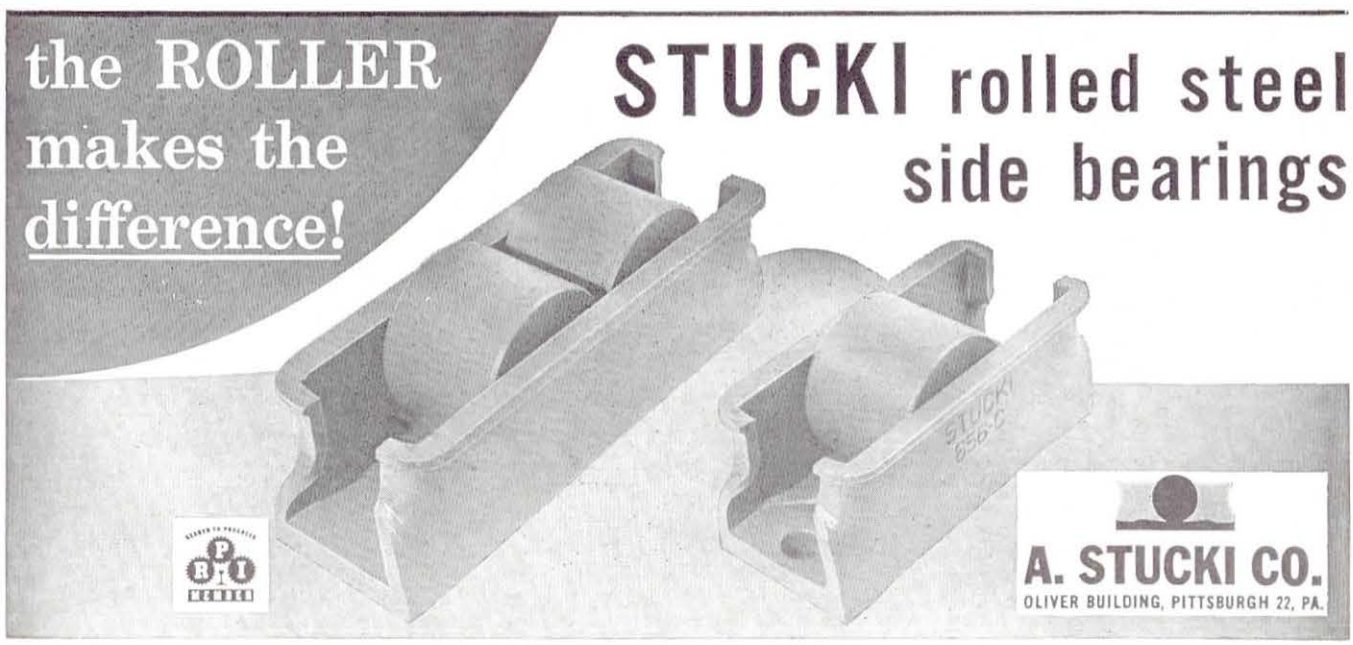
• **By TEE to Milan.** After IVA, our group rode one of the fine Trans-Europ Express trains southward through Austria to the Brenner Pass and down into Italy to Milan, to inspect the city's new passenger terminal, the Porta Garibaldi, and the Milan Metro. After two days in Milan we went to Zurich in Switzerland on another TEE train that crossed the Italian Alps through the Gotthard Pass.

In Lucerne, the management of one of Switzerland's few privately owned railways, the Lucerne-Stans-Engelberg, invited our group to travel on its narrow-gauge line from Lucerne to the ski resort of Engelberg. One of the line's directors, M. Joseph Neuhaus, drove the electric locomotive throughout the round trip. He is said to be the only member of a European board of directors fully qualified as an engine driver. In welcoming the group, Neuhaus cited the growth in both passenger and freight traffic of his line during the past several years. His line's results closely parallel the story of the rest of this mid-European nation's rail lines.

The day after the group's ride to Engelberg, Swiss Federal Railway's Inspecteur Commercial A. Stettler welcomed the group to his nation, and made an impressive talk about how the Swiss feel about their railway system, at a mid-afternoon reception given in a restored dining car at the Lucerne Transportation Museum.

What did it all add up to for the railroaders and suppliers who went on Railway Age's Overseas Tour in September? John Degman, general manager of Habco, Inc., summed up the feeling of many in the group: "It's true that the various European governments underwrite railway deficits, but one is still impressed with the efficiency of operations, the general condition of rolling stock and, most importantly, the magnificent engineering and maintenance of the German, Swiss and Italian Alpine railways. Impressive, too, is the pride of employees, from train crews to directors, in the work. It is most inspiring."

• **Advanced — but different.** Other experts in our group thought European equipment (generally much smaller and lighter than U.S. equipment) was quite advanced, but in a direction technologically quite different from that taken in this country. Said one mechanical engineer, "We wouldn't dare make equipment so complicated and so light-



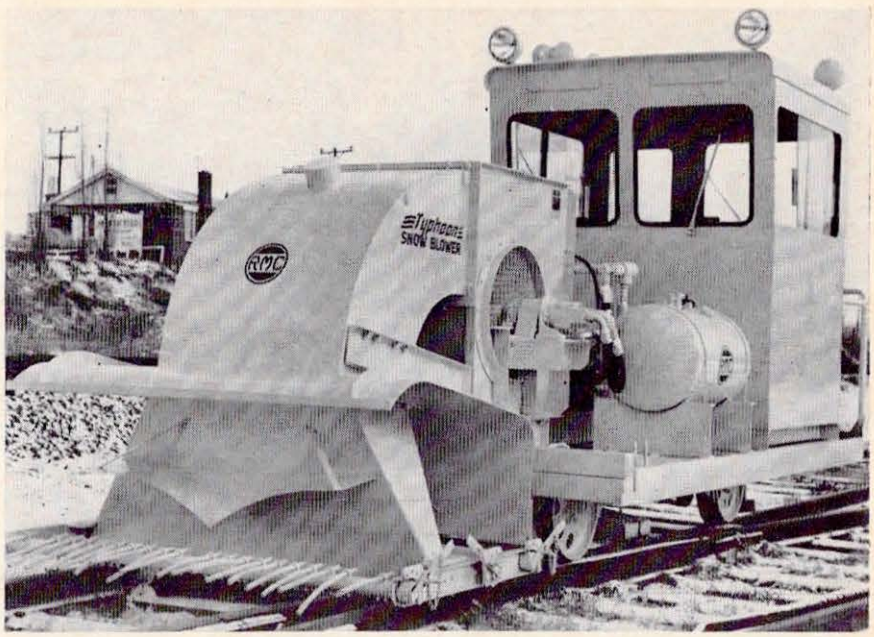
ly fabricated as some European rolling stock. With their light axle loads and their lower labor costs pushing them in the direction they're taking, however, they're dealing with some problems that may prove to be very interesting and valuable to us." Said a top supplier's mechanical engineer, "I saw and discussed a cushioning device with some German engineers. It is quite interesting and I intend to come back and examine it in detail. "The principal mechanical engineer for a large U.S. company at the IVA show worked a door on an all-door box car and pointed toward fittings and metal components that represented what he termed a "marvelous solution" for fitting a plug door in place. He thought, however, that the solution would be difficult for U.S. railroads. "We have to make equipment so much more foolproof than that. Even some of the rugged equipment we make gets damaged by misuse." European developments in power, track machinery, signal systems and some computer devices fascinated the group. A device in use at Milan's Garibaldi Station interested the group. Computers by the side of ticket sellers automatically calculate fares and print proper tickets.

● **Information pool?** As one of our group observed in Munich's main railway station, as we waited for the TEE train that was going to take us to Milan, "We may be getting a lot closer than we think to the day when super railroads will be with us. If we could effectively pool what we know in the States with what European railroaders have developed, we could probably start right now." His words recalled the message that Louis Armand, secretary general of the International Union of Railways, brought to IVA's opening ceremonies. Armand called then for hastening the day of super railroads with decisions on equipment so that effective international utilization can be achieved. Armand decried technical and economic studies on a national or regional basis and stressed importantly the need for international cooperation.

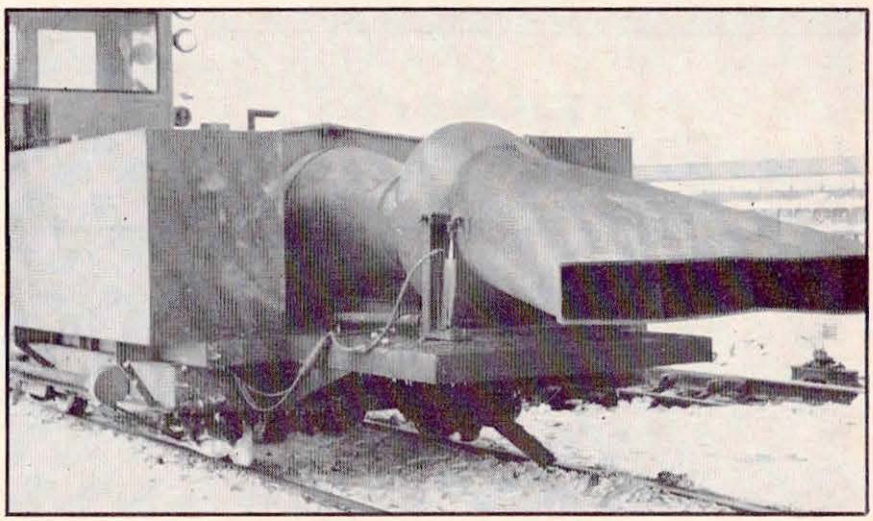
At Zurich, the Railway Age Overseas Tour terminated. Some of the men headed for railroad installations in France, some went to Rome and some went to England. Railway Age Managing Editor Fred Miles and I flew southeast to Athens and, a few days later, stood on the Peloponnesian shore of the Corinthian Gulf watching narrow gauge passenger trains flash by toward Patras with the frequency of streetcars. The interest and excitement of the men in the Railway Age Overseas Tour in discovering the different and often intriguing ways of railroading in Europe seemed to grow more intense as the organized part of the trip ended. ■

Typhoon or Hurricane...

Clear... Snow... Fast!



TYPHOON | Removes snow down to frozen ballast—from around switch rods, operating rods, from under stock rails and switch points. 160 mph wind blast distributes snow to atmosphere. Shown is self-propelled Typhoon with heated cab. Skid-mounted and wheel-mounted versions also available, priced from $6500.



HURRICANE | Essentially a jet engine mounted on a self-propelled, rail-mounted car, Hurricane directs a continuous blast of high-velocity air (650 mph) at snow on tracks. Very effective for removing snow from tracks and switches in heavy snow territory.

RMC

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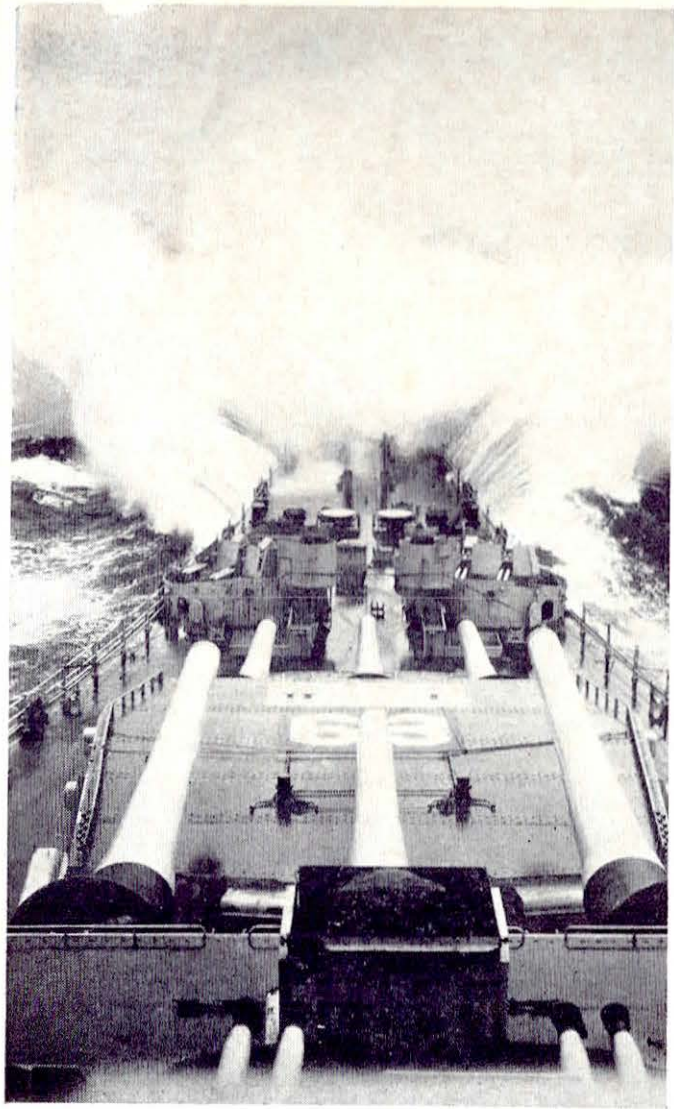


armour your boxcars with Cellon®

Protect your big-gun shipments by putting armour-plated flooring—Alger-Deck—beneath your customer's freight. Alger-Deck shields against wet and dry rot, insect attack and the seige of decay because it is chemically treated by Koppers Company's new Cellon process. Easy to nail and safe for food shipments, this strong laminated pine decking wears its armour-plate without a trace of leaching on the surface. For information on Alger-Deck and other Cellon-treated products, write or call Deck Officer Mabry Dozier (904) 256-3456 in Century, Florida.

ALGER-DECK

Another outstanding product from Alger-Sullivan Co., Century, Fla.

PRR–NYC merger goes to ICC for decision

The proposed merger of the Pennsylvania and New York Central is now before the ICC for decision. The case, which got under way more than three and one-half years ago, reached this final stage last week when the Commission heard oral argument on the favorable report of Examiners Jerome K. Lyle and Henry C. Darmstadter.

This recommended report advises the Commission to approve the proposed merger, subject to several conditions, all of which have been accepted by PRR and NYC. They filed no exceptions to the examiners' recommendations.

● **Recommended conditions.** These recommended and accepted conditions would require the merged company to absorb the New York, Susquehanna & Western and take over the New Haven's freight operations, but not its passenger service. Consummation of the proposed merger would create a 19,600-mile system with total assets of $5.2 billion and annual revenues exceeding $1.5 billion. It would be called the Pennsylvania-New York Central Transportation Company (RA, April 5, p. 15).

Last week's argument extended over two days at the Commission's Washington headquarters. Nearly nine hours of arguing time was consumed by more than 30 attorneys or representatives of the interested parties.

● **Cousins and Gray for Penn-Central.** The applicant railroads were represented by Windsor F. Cousins, PRR general solicitor, and James B. Gray, NYC general counsel. They stressed the applicant's acceptance of the recommended conditions, and argued against the tougher requirements proposed by some of the other parties. Among these calls for additional conditions are proposals which would require the merged company to take over NH passenger service as well as that road's freight operations. Cousins fought against this, warning that the condition requiring continuance of NH freight operations was "a heavy straw, which almost broke the camel's back."

Cousins' argument against delay included one of several references to the proposed Norfolk & Western-Chesapeake & Ohio merger. This is now formally before the commission, the application having been filed Oct. 11. Cousins said it would be premature to express any view on that proposal. So he confined his comment to an assertion that the filing of the N&W-C&O application affords no basis for delaying consummation of the Penn-Central plan.

● **Other roads want in.** Counsel for other roads argued in support of positions they had taken in their exceptions to the recommended report (RA, Aug. 23, p. 41). Among such arguments were those of the Erie-Lackawanna, Delaware & Hudson and Boston & Maine. D&H wants to be included—either in Penn-Central, or in the present N&W-Nickel Plate System. And it wants the Penn-Central decision held up until affiliation with one or the other is definitely arranged.

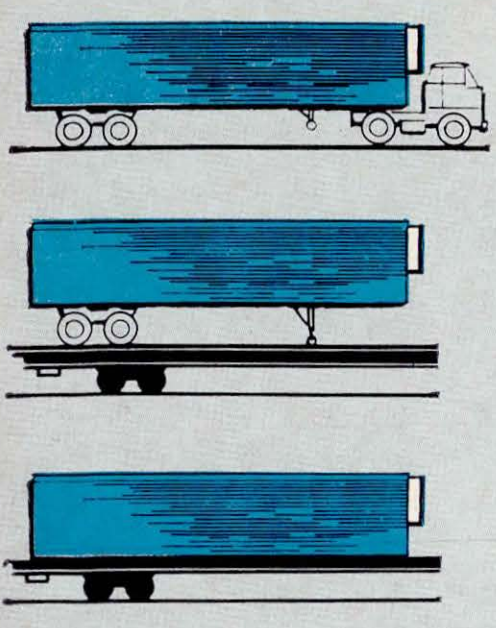
E-L and B&M have similar positions, although they are stronger in their preference for N&W-NKP. The Commission's 1964 decision approving the N&W-NKP merger kept that record open for five years to give D&H, E-L and B&M time to apply for inclusion. Their petitions have been filed, but N&W has asked the Commission to consolidate them with the N&W-C&O application.

Counsel for the NH and Susquehanna expressed again their satisfaction with what the examiner's recommend for them. The Department of Justice was among others scheduled to appear at the argument. Justice has opposed the merger. ■

THERMO KING

MODEL NWD-62

FRONT MOUNT DIESEL



Prime protector of piggybacked perishables

Powered by the world famous MERCEDES-BENZ diesel engine, this remarkable THERMO KING unit has compiled an amazing performance record under every operating condition! No other supercapacity unit can match the NWD-62 in efficiency, maintenance economy, proven dependability in the field.

The NWD-62 is the choice of scores of leading railroads because it delivers dependable cooling and heating for piggyback operations at *lowest total cost!*

Write today for brochure on THERMO KING units recommended for piggyback operations.

THIS NEW THERMO KING TRADEMARK STANDS FOR WORLD LEADERSHIP IN TRANSPORT REFRIGERATION

- *Continued profitable operation of THERMO-KING units is assured by its nation-wide network of over 200 service stations and staff of field engineers.*
- *In addition to supplying a wide choice of standard piggyback trailer units, THERMO KING offers its highly specialized facilities for the development of custom-built equipment for other railroad refrigeration or heating requirements.*

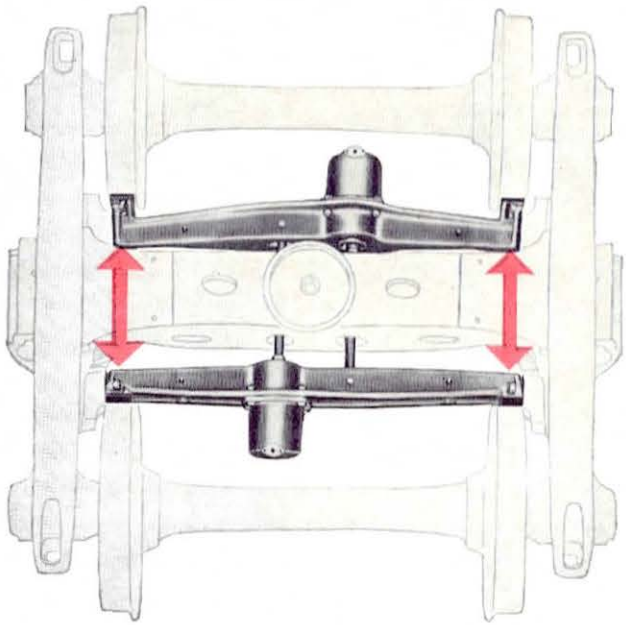
THERMO KING
corporation
350-K W. 90th St., Minneapolis, Minn. 55420

These leading railroads use THERMO KING units in piggyback operations

Alaska Railroad	Missouri-Kansas-Texas
Atlantic Coast Line	Missouri Pacific
Baltimore & Ohio	New York Central
Boston & Maine	Nickel Plate
Burlington	Northern Pacific
Chicago & Northwestern	Pacific Fruit Express
Erie Lackawanna	Pennsylvania
Frisco	Santa Fe
Fruit Growers Express	Seaboard Air Line
Great Northern	Southern
Illinois Central	Southern Pacific
Kansas City Southern	Union Pacific
Louisville & Nashville	United States Freight
Milwaukee Road	Western Pacific
Canadian Pacific	Canadian National

WABCOPAC® BRAKE ASSEMBLY lowers transportation costs...

by increasing braking efficiency



The WABCOPAC Brake Assembly is more efficient than conventional brake rigging because of direct application of brake cylinder force to brake shoes. The WABCOPAC Brake Assembly is 80-85% efficient as compared to conventional rigging efficiency of 50-65%. The force delivered at the different shoe locations on a given car varies only 10% with WABCOPAC Brake Assembly, whereas this variation with conventional rigging is generally 40%.

The hand brake with WABCOPAC Brake Assembly is more effective for the important condition—the loaded car. Due to the characteristics of the COBRA* Shoe, hand brakes are required on only one truck. By doubling the shoe force on one truck, better hand brake holding power is obtained over that now available with cars equipped with conventional rigging and metal shoes.

*Registered trademark of Railroad Friction Products Corporation

WABCO

WESTINGHOUSE AIR BRAKE DIVISION

WILMERDING, PA. / Westinghouse Air Brake Company

TRAFFIC POLL REPORT

Accepting the fact that some practical on-the-job experience is essential, what maximum formal education would you recommend for a man who aspires to become the traffic manager of a major company?

High school	*0.0%*
High school, plus traffic school	*5.7%*
Four-year college (A.B. degree or equivalent)	*17.2%*
Four-year college, plus traffic school	*41.4%*
Four-year college, plus graduate work in economics or business administration	*15.7%*
Four-year college, plus graduate work, plus traffic school	*20.0%*

Again accepting the necessity of such basic traits as integrity and good appearance, what other personal characteristics do you consider most desirable?

Analytical mind	*Mentioned 58 times*
Ability to get along with people	*" 58 "*
Interest in the transportation field	*" 55 "*
Thoroughness, to carry a job through to conclusion	*" 55 "*
Industry (i.e., willingness to work long hours, to travel, etc.)	*" 44 "*
Speed, to finish a job quickly, in satisfactory manner	*" 28 "*
Mathematical ability	*" 27 "*
Other	*See following text*

What makes a traffic man?

Basic requirements, say Poll respondents, are education and various personal characteristics.

Other things being equal, a man who aspires to reach the top of the industrial traffic profession should have at least a college education plus, preferably, post-graduate work in traffic, economics or business administration.

Other things, again, being equal, he should possess an analytical mind, be able to get along with people, be interested in the transportation field, and be thorough.

Those statements summarize—generally and with some

qualifications—the collective opinions of the exceptionally large number of working traffic men who answered this month's Traffic Poll. The tabulation above gives details of their replies to questions which, it should be noted, assume the necessity of practical on-the-job experience and of such basic personal characteristics as integrity and acceptable appearance.

• **Education—how much?** As to the first question, there is no real dissent from the top-heavy majority view that formal schooling to or beyond the college level is desirable.

Some respondents, such as J. D. Dawson, general traffic manager, Norton Co., Worcester, Mass., do suggest that "if a man is intelligent and likes the work he will succeed regardless of higher formal education." L. H. Martin, GTM, Gould National Batteries, Inc., St. Paul, points out that "many exceptional traffic managers today probably had nothing more than a high school education plus some traffic schooling." J. R. Johnson, traffic supervisor, McDonnell Aircraft Co., St. Louis, also recognizes the possibility of exceptions to a requirement for high formal education, but thinks they would call for "a rare breed of man."

The more general view appears to be that expressed by H. W. Jones, director of traffic, General Foods Corp., White Plains, New York: "The more education the better." "You cannot have too much," says J. J. Kelly, manager of transportation and distribution, C&H Sugar Refining Corp., San Francisco. "College and graduate work, plus lengthy traffic schooling, will be mandatory as transportation and distribution become more sophisticated."

"No ceiling" on formal education is the recommendation of V. M. Stechishin, of Canada Transportation Service, Winnipeg, who has played a leading role in promotion and development of traffic education in Canada. "No traffic manager," he says, "can ever afford to stop learning; formal education is an easier and surer path to knowledge than self-education." Like some of the respondents already quoted, however, Stechishin points out that schooling alone may not be the major criterion leading to success. "The transportation profession is so complex that even with the best of formal learning, a man's worth cannot be assessed until he has some practical on-the-job experience."

• **Education—what kind?** The proper type of education for a would-be traffic man is subject to rather wider differences of opinion than is the desirable amount. Jones, for example, favors "general rather than specialized" college degrees. So, apparently, does J. B. Hedges, traffic and export manager, Manufacturers Association of Connecticut, West Hartford, who writes:

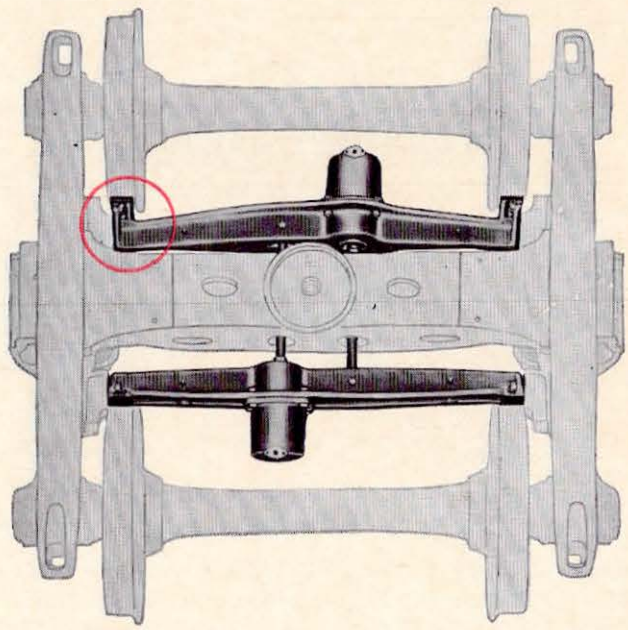
"The most important thing that formal education can do for a traffic man, in my opinion, is to increase his capacity to think imaginatively and in broad terms. It is increasingly clear that tomorrow's traffic man must know a great deal more about his company's products and markets, and the customers within those markets. The days of the traffic man as purely a technical expert are over. His education must range over the fields of marketing, basic business economics, inventory control and production planning."

Other respondents, however, suggest a more specialized educational background. "A degree in general business administration majoring in transportation would be the ideal educational qualification," in the opinion of J. P. Taboika, GTM, Cowles Chemical Co., Cleveland. Oliver Plymate, TM, Butler Welsh Grain Co., Omaha, suggests that, "for a good man, ample requirements would be four-year college with a major in transportation and minor in business administration." "At least two years in college, plus some legal training plus traffic school" is the proposal of H. E. Weldgen, traffic commissioner, Lima (Ohio) Association of Commerce.

"Limited legal schooling" is recommended also by F. F.

WABCOPAC®
BRAKE ASSEMBLY
lowers transportation costs . . .

by extending shoe and wheel life



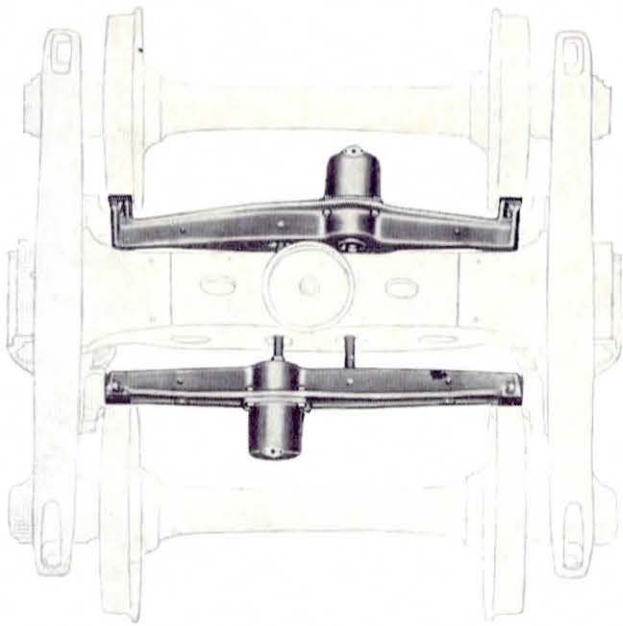
Uniform shoe and wheel wear—the direct action of the brake cylinders in WABCOPAC Brake Assembly provides uniform shoe force on all wheels. This gives shoes and wheels even wear and longer life. Typical wheel profiles taken from single wear wheels after 150,000 miles of service showed that WABCOPAC Brake Assembly equipped with Cobra* Shoes maintained the original flange contour and had light tread wear. Similar wheels with equal mileage, but braked with conventional rigging and cast iron shoes, showed wheel tread wear was doubled and a sharp, vertical flange developed.

*Registered trademark of Railroad Friction Products Corporation

WABCO
WESTINGHOUSE AIR BRAKE DIVISION
WILMERDING, PA./Westinghouse Air Brake Company

WABCOPAC® BRAKE ASSEMBLY lowers transportation costs . . .

by eliminating conventional rigging



Simplicity of the WABCOPAC Brake Assembly—direct action of brake cylinders eliminates inefficient power transmission which occurs with conventional brake rigging. It delivers the maximum force to the COBRA* Composition Shoes in contact with the wheels. The WABCOPAC Brake Assembly eliminates the following conventional rigging components: body-mounted cylinders, cylinder levers, slack adjuster, support brackets, rods, truck levers and beams.

Savings on original installation

1. Low installation cost
   (Fewer brackets, levers, rods to fabricate and assemble.)
2. No slack adjuster required
3. Single shoe per wheel

*Registered trademark of Railroad Friction Products Corporation

WABCO

WESTINGHOUSE AIR BRAKE DIVISION

WILMERDING, PA. / Westinghouse Air Brake Company

Flinchbaugh, director of transportation, International Milling Co., Minneapolis. Stechishin, too, adds law and business English. B. P. Bergen, assistant general traffic manager, American Sugar Co., New York, says he has found an engineering background "very helpful."

"Being able to put education to practical use is very important," Martin notes. "The more education a person receives, the better prepared he will be, but the ability to apply this education measures success."

● **Personal traits.** As the tabulated replies indicate, all the personal characteristics listed in the second question are rated as important. Quite a few respondents, in fact, checked all seven, and many more listed at least six.

The top four—analytical mind, ability to get along with people, interest in transportation and thoroughness—are so close that there is nothing to choose between them.

But a number of other, unlisted personal traits are also noted as desirable, especially:

—Management, supervisory or administrative ability, with which is coupled the ability to make the best possible use of subordinate staff;

—A broad knowledge of company products, markets and policies;

—Ability to communicate, either in speaking or writing, or both;

—Imagination and creative ability; and

—Flexibility, i.e., maintenance of a mind open to the acceptance and use of the rapid changes occurring in the transportation field.

Drawing at least one mention each are legal knowledge; sales ability; willingness to accept responsibility; ability to withstand pressure; "doggedness"; loyalty to company; moderation in personal habits (e.g., drinking), and "political savvy."

● **Reasoning.** Most of the personal characteristics rated as important (whether listed in the question or independently noted) draw little comment beyond the mere statement of their desirability. Stechishin, however, explains his views in some detail:

"I must give top priority to interest in transportation. Most people in the game admit you have to be a bit of a 'nut' to like traffic, and all can point to other fields allegedly more rewarding. But few good traffic men leave the field, and if a man does not have interest his other attributes suffer at least until he does leave.

"Industry should rank second. The nature of a traffic manager's work is such that often a long period of basic research is required before a meaningful result can be shown. Typical of this is the plowing through numbers of tariffs complete with supplements and rule books just to produce one rate on one shipment.

"Close to industry I rate thoroughness, and an analytical mind is a definite asset to the traffic manager. Without it, he is destined never to rise above the rank of rate clerk. The value of an analytical mind becomes more apparent when controversy arises or when new marketing problems come up.

"Ability to get along with people can rank high or low. Given a good staff, the chief officer of a traffic department can achieve success with little more than his ability to obtain the maximum effort from his staff and maximum cooperation from his opposite numbers in the carriers or the customers, as the case may be."

Taboika, too, ranks "interest" first, "because if that is there, and the person is aggressive, several of the other characteristics become automatic."

"Thoroughness" gets the highest rating from L. D. Olsen, GTM, Kaiser Gypsum Co., Oakland, Cal., because "ability or desire thoroughly to study a problem, getting to the 'nuts and bolts' of it, is necessary to provide a sound

foundation for conclusions and action."

• **Administrative ability.** A. S. Daviau, TM, Mennen Co., Morristown, N.J., points out that "present and future needs in transportation require administrative ability. Technical know-how (tariffs, etc.) have become secondary. Specialization in education does not in itself make a good traffic or distribution manager."

W. E. Maley, director of distribution, U.S. Borax & Chemical Corp., Los Angeles, expresses much the same point of view. "To be top man requires broad knowledge more than technical skills. The skills can be hired if the top man is a good manager."

Other respondents suggest that the "broad knowledge" mentioned by Maley must extend well beyond the single area of transportation. "General knowledge of his company's over-all business, to deal effectively with sales, production, buying and engineering" is called for by H. N. Johnson, GTM, Ralston Purina Co., St. Louis.

That view is shared by M. J. Posig, assistant general traffic manager, Thomas J. Lipton, Inc., Englewood Cliffs, N.J., by H. P. Gabriel, GTM, Hershey Chocolate Corp., Hershey, Pa., and by Erwin Rosenzweig, TM, Longview Fibre Co., Longview, Wash. A traffic manager, says Posig, "must become familiar with the problems of all other departments in his company. His primary objective must be to do all he can to help his company reach its goals." The need for "ability to speak management's language" is cited by V. L. Emery, transportation commissioner of the St. Joseph (Mo.) CofC.

"An open mind to rapid changes in transportation" is urged by W. G. Ege, manager of traffic for the Agricultural Group of Archer-Daniels-Midland Co., Minneapolis. And R. L. Travis, GTM, S. D. Warren Co., Westbrook, Me., implies the same need when he writes "transportation 20 years from now will be fantastic—as well as fascinating."

• **Need for professionalism.** Considering answers, comments and suggestions as a whole, it appears that today's traffic managers feel no single thing—neither education, experience nor personality—can alone insure success. It takes a combination of all, a view pretty much summed up in comments by J. Robert Morton, manager of transportation, Combustion Engineering, Windsor, Conn., and H. W. Oliver, GTM, Noland Co., Newport News, Va.

"The total concept of transportation," says Morton, "demands a positive, constructive, progressive attitude. One must be willing to make sacrifices to do the proper job, developing a cooperative team spirit. Innovation and planning must be topmost in one's thinking."

Oliver feels no one "can generalize when they speak of the necessary qualifications for a traffic manager. Depending entirely on the type of position discussed, I would desire any or all of the requisites suggested in your questionnaire.

"Traffic management has numerous facets. The mere fact that a person can read tariffs, ship economically, or is proficient in handling L&D claims, does not necessarily qualify him as a traffic manager. A full understanding of the contents of the Interstate Commerce Act, or the ability to present a case before the ICC, does not make a qualified traffic manager.

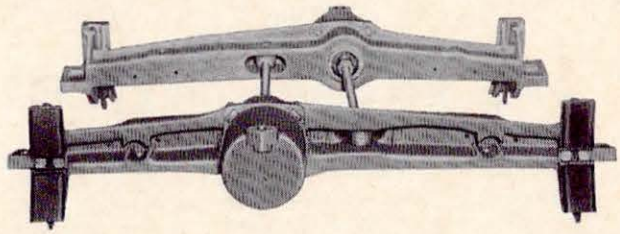
"I feel the questions posed cannot be answered until such time as traffic management is given a qualifying set of standards—professionalized. Fully trained personnel in the traffic field should compile a set of necessary qualifications for traffic management, specifying education, ability, specific training, knowledge covering particular field of traffic, and/or any other desirable requirements. After a person qualifies, he should be certified as a Professional Traffic Manager—and perhaps also certified as to degree of qualifications, viz: law, administration, etc." ■

WABCOPAC®
BRAKE ASSEMBLY
lowers transportation costs . . .

by cutting dead weight and reducing maintenance

COMPARATIVE WEIGHTS	CONVENTIONAL RIGGING	WABCOPAC BRAKE ASSEMBLY
50 OR 70 TON BOX OR REEFER	1500 lbs.	1280 lbs.
70 TON PIGGYBACK	1900 lbs.	1310 lbs.
90 TON HOPPER	1950 lbs.	1320 lbs.
100 TON ORE	3200 lbs.	1380 lbs.

Cuts dead weight up to 1800 lbs. per car. Replace conventional rigging with WABCOPAC Brake Assembly and convert the cost of hauling dead weight to increased pay-load. The WABCOPAC Brake Assembly can reduce dead weight 200 to 1800 pounds per car, depending on car design. This can be translated into savings of up to $90 per year.



Elimination of the slack adjuster, either manual or automatic, is a big step forward toward reduced maintenance. The WABCOPAC Brake Assembly needs no piston travel adjustment for the life of one-wear wheels. When multiple-wear wheels are used, piston travel adjustment is made only at the time of wheel turning.

WABCO

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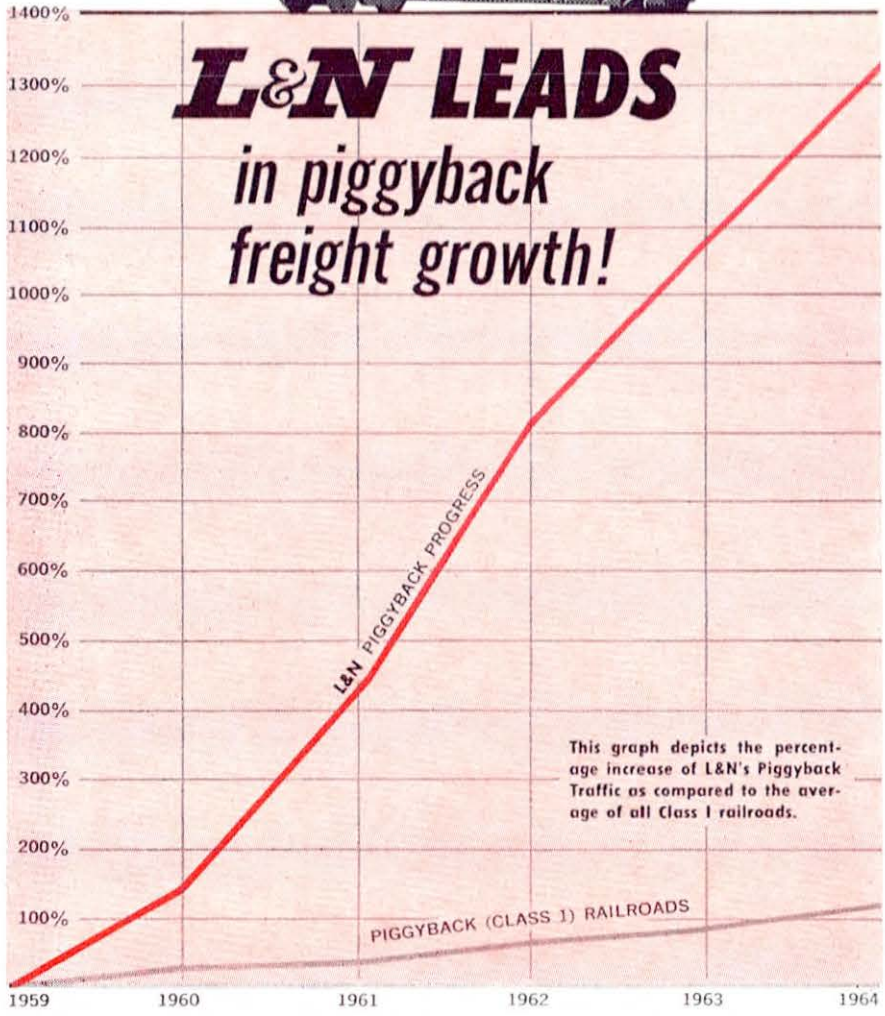

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Industrial Traffic

J. F. Stoerrle, supervisor—rates, **The Budd Co.,** Philadelphia, has been appointed traffic manager—rates, company-wide. **J. L. Yarnall** has been named Eastern traffic manager and **G. A. Mattingly,** assistant traffic manager, Red Lion Plant. **D. R. Wheeler,** formerly with the **Youngstown & Northern,** appointed assistant traffic manager of Budd's Philadelphia Plant.

Addison F. Huni, traffic director, **Glass Container Manufacturers Institute,** New York, retired Sept. 1.

Jerry Werner, corporate traffic manager, **Motorola, Inc.,** Chicago, has been named director of traffic and transportation, with responsibilty for general supervision and cost control. The traffic department has been redesignated the general traffic department. Traffic supervisors named: **Carl Kachan,** Communications and Automotive Products Divisions; **Ken Nicholson,** Consumer Products Division; and **Jerry Crouse,** Western Area, Phoenix, Ariz. **Bert Franzen** has been named manager of shipping operations, Communications Division.

J. F. Davis retired recently as industrial traffic manager, Tubular Products Division, **Babcock & Willcox,** and has been appointed special representative, with sales responsibility in the Pittsburgh area, **Richmond, Fredericksburg & Potomac.**

F. R. Mullin has been appointed traffic manager, Buffalo division, **Westinghouse Electric Corp.,** succeeding **J. D. Murrin,** named traffic consultant, headquarters staff, replacing **G. E. Gessner,** promoted to manager of operations, Distribution Services Department. **M. J. Yasko,** traffic analyst, Steam Division, Lester, Pa., promoted to traffic representative, Sturtevant Division, Boston.

Lloyd G. Robinson, traffic manager, automobile and truck assembly plant, **Chevrolet Motor Division, General Motors Corp.,** Atlanta, Ga., has been appointed traffic manager of the assembly plant being built at Lordstown, Ohio. **Robert J. Jones,** supervisor of operations analysis, traffic department, Detroit, succeeds Mr. Robinson. **John E. Berlan,** senior rate analyst, succeeds Mr. Jones.

Rodman Kober has been appointed general traffic manager, **Bunge Corp.,** New York, and will coordinate the transportation policies and activities in grain, grain products, fats and oils.

Howard J. Cunningham has been appointed purchasing agent and traffic manager, **Precision Engineering Co.,** Mt. Vernon, Ill.

Richard L. Hall has been appointed traffic manager, Stanscrew Fasteners Distribution Center, **Standard Screw Co.,** Garrett, Ind.

S. G. Carder has been promoted to general traffic manager, **Schenley Distillers Co.,** Cincinnati, succeeding **Edward Gusky,** retired. **A. Buford Smith,** chief rate analyst, succeeds Mr. Carder as assistant general traffic manager. **Robert Haberle** has been promoted to chief rate analyst.

Thomas R. McGeehan has been named director of the newly created Traffic and Distribution Department, **Craft Associates, Inc.,** Wilkes-Barre, Pa. Mr. McGeehan formerly served in the traffic department, **Jersey Central.**

VITAL TOOL IN EMERGENCIES
PAYS ITS WAY EVERY DAY

Count on Motorola 2-way portable radio to be ready for action where and when it's needed! In fair weather and foul . . . in emergencies, sure, but primarily as an everyday railroad communications tool that saves time and money. With the industry's *lightest* (36 oz.) portable you get both "talk and hear" in one compact package. Orders and answers come through loud and clear—in the noisiest locations. You can "mix and match" the radio with a flexible accessories group to meet every need—car inspection, classification, loading operations, construction and m/w uses. Fully transistorized for day-in, day-out reliability and pennies-a-day operating costs. Let your Motorola Railroad Representative show you a unit in action. Call or write: Motorola Communications & Electronics, Inc., Dept. ARA 544, 4935 W. Le Moyne Ave., Chicago, Illinois. A Subsidiary of Motorola Inc. (312) 379-7836.

MOTOROLA RAILROAD RADIO

Supply Trade

Stanley E. G. Hillman
GATX

Robert E. Kleist
RMC

William A. Edwards
Kerite

Richard F. Wehrlin
Servo

Stanley E. G. Hillman has been appointed executive director, RRollway program, **General American Transportation Corp.** Mr. Hillman had been corporate vice president and group executive of advanced products for American Machine & Foundry Co. RRollway is the GATX concept for an automated auto ferry for intercity travel, transporting passengers in their own automobiles at speeds of 150 to 200 miles per hour.

Robert E. Kleist has been named sales manager of **Railway Maintenance Corp.,** Pittsburgh. He previously was a district sales manager there. Mr. Kleist joined RMC in 1962, after 16 years with the **Pennsylvania.**

William A. Edwards, railroad sales manager, **The Kerite Co.,** New York, has been elected a vice president, with headquarters at Chicago.

Servo Corp. of America has named **Richard F. Wehrlin** vice president and manager of European operations at Geneva, Switzerland. He will direct all European, Near East and Middle East operations of the Long Island-based electronics firm. Mr. Wehrlin formerly was director of European development for United States Time Corp.

The boards of directors of **Vapor Corp.** and **American Meter Co.** have agreed to a merger which will preserve the business organizations and product identities of the two companies. The merger will be submitted to stockholders of both companies at special meetings when the definitive agreement of merger has been drawn and approved by the two boards. The merger is subject to obtaining a favorable tax ruling.

Gene Phillips has been appointed regional sales manager, **Great Dane Trailers,** at Itasca, Ill., and will cover the 15 midwestern states. He was formerly regional manager for **Transicold.**

Evans Products Co., Portland, Ore., has bought the stock of **United States Railway Equipment Co.,** Chicago for $14 million cash. **Sheldon Kaplan** and **Edward J. England,** executive vice presidents, U. S. Railway Equipment, will continue to manage its operations as a part of Evans' Transportation Equipment Division.

C. D. Hicks, 25 South Bemiston Ave., Clayton (St. Louis) 5, Mo., has announced the creation of his own consulting organization specializing in liaison between railroad interests in Mexico and the U.S. Mr. Hicks' experience in U.S.-Mexican affairs extends over a 25 year period; until recently he served as U.S. liaison officer on the staff of the director-general of a Mexican industrial complex that included the railroad carbuilding firm, Constructora Nacional de Carros de Ferrocarril.

Richard Murray has joined **Fairmont Railway Motors, Inc.,** as a sales representative in the New York district, with headquarters at New York. Mr. Murray was formerly connected with the **Missouri Pacific.**

John F. Dolan has been named to the newly created post of director of industrial relations, **Union Tank Car Co.** He was formerly director of industrial relations for **Graver Tank & Mfg. Co.,** a division of Union Tank.

James Arthur Parkinson, former general superintendent communications and signals,

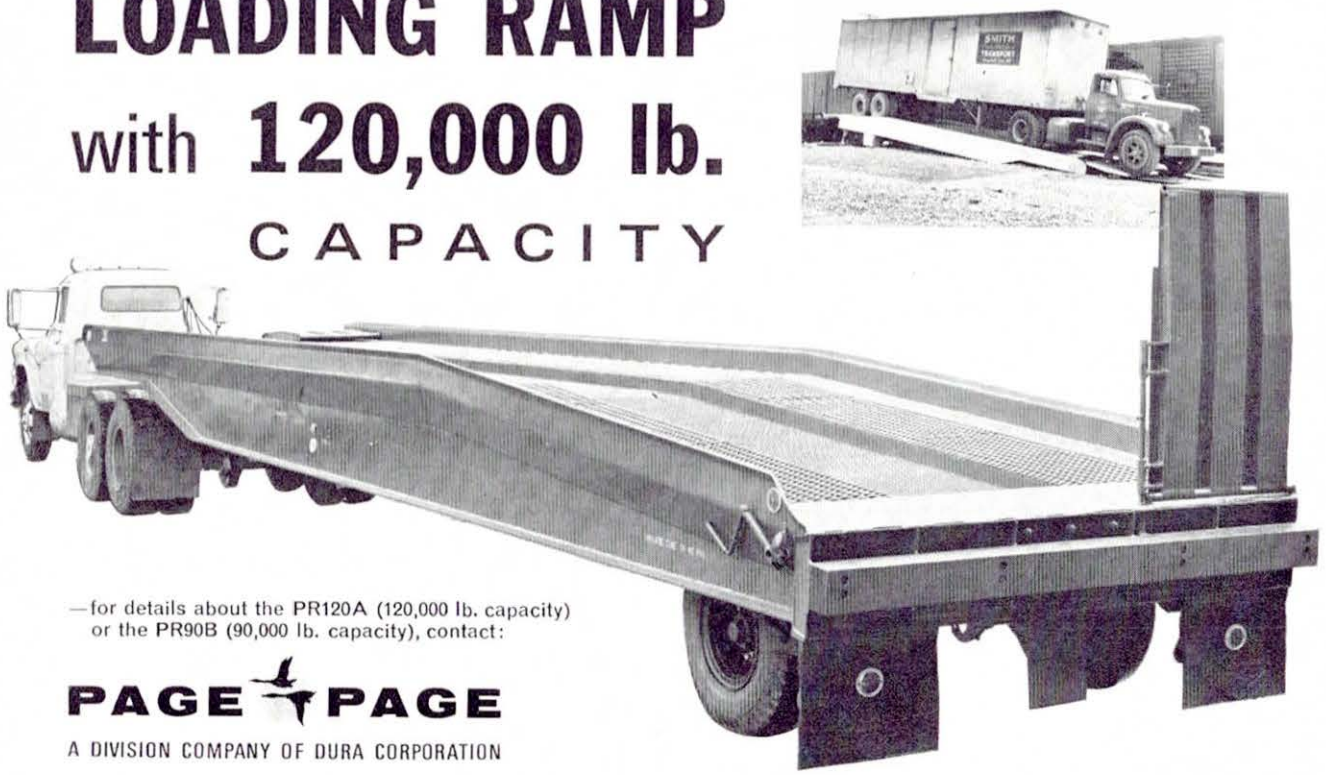
(*Continued on page 94*)

now...a portable **PIGGYBACK**

LOADING RAMP

with 120,000 lb.

CAPACITY



—for details about the PR120A (120,000 lb. capacity) or the PR90B (90,000 lb. capacity), contact:

PAGE PAGE

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1,500,000 trailers or more in 1965

Piggybacking, perhaps more than any other single development, has characterized the forward sweep of our Dynamic New Railroads. An undisputed prime mover in the piggyback surge has been TTX.

From its corporate founding just ten years ago, Trailer Train has rolled swiftly ahead to the point where its national fleet of modern facilities is expected to handle 1,500,000 or more trailers in 1965.

To Trailer Train must also go much of the credit for the dramatic advance in recapturing new-automobile traffic for the railroads. Currently the rails' share of this important business is running about 40 per cent, and is expected to continue growing.

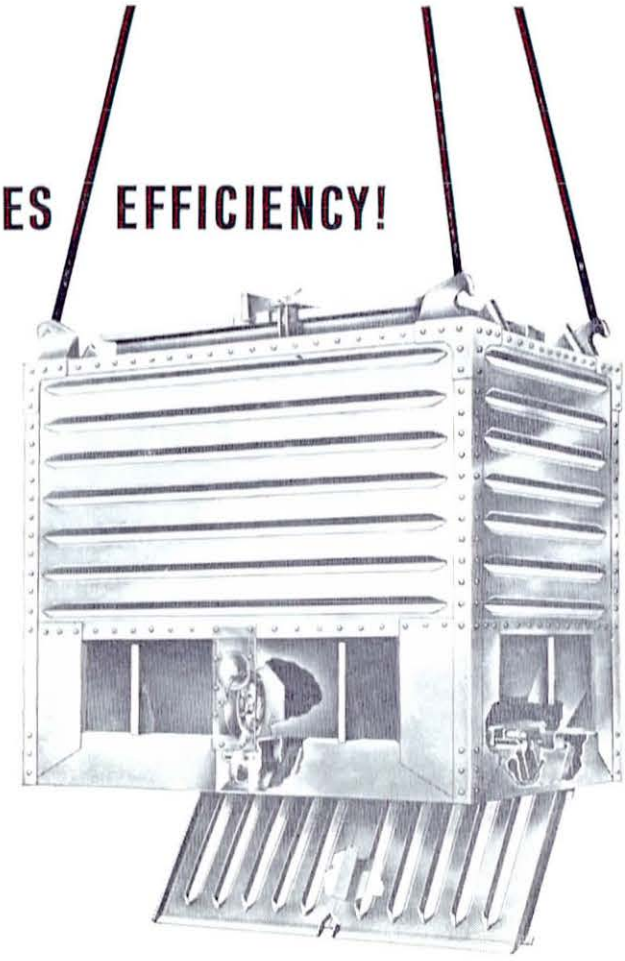
Bethlehem salutes Trailer Train's fine progress. As a major carbuilder and supplier to the railroads, we look ahead to even brighter days for trailer-on-flat-car service. Bethlehem Steel Corporation, Bethlehem, Pa.

Steel for Strength

BETHLEHEM STEEL

BETHLEHEM STEEL

UP GOES EFFICIENCY!



DOWN

GO OPERATING COSTS WITH YOUNGSTOWN CONTAINERS

• **STRENGTH AND WEIGHT**—They possess the greatest strength per unit of weight of any similar container. Long life and economy are assured • **VERSATILITY**—can be handled by lift truck or single drum hoists • **EASE OF OPERATION**—Gentle pull on release cable unlocks bottom door for quick and complete discharge of load • **ADAPTABILITY**—Their design is sufficiently flexible so that they can be adapted to your needs • **CAPACITY AND WEIGHT**—Largest capacity to weight ratio of any similar container 40 to 325 cu. ft. capacity

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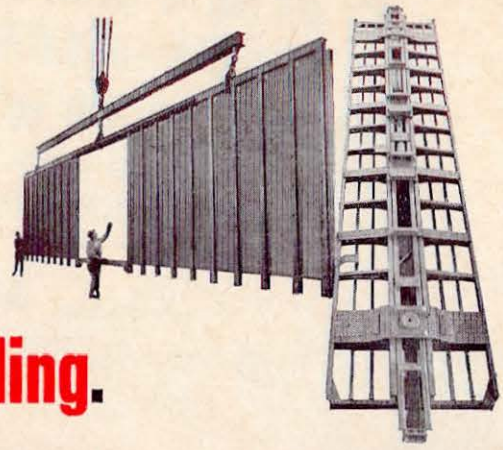
What makes Berwick's car components so solid?



First of all . . . the welding.

Submerged arc welding with a semi-automatic unit gives 70% penetration specified by the buyer. A uniform weld with no undercut can be laid at the rate of 12" per minute with no joint preparation. This job would be nearly impossible to do by hand without a lot of costly, time consuming preparation. Machines also do x-ray quality work.

Forged reinforcements are being welded to a center-plate using flux-cored electrode with continuous wire feed. With this equipment, Berwick's welders can apply a ½" fillet weld in a single pass and make a more rigid center plate at the same time. Close-up shows practically no splatter. This welding method increased production 60% and savings are being passed on to the buyer.

CO_2 burn-through welding equipment was engineered for Berwick to weld car sides. A unique hold-down arrangement provides positive contact between post and skin the entire 10' . . . an important factor for a good job. This method generates far less heat than the submerged arc . . . straighter sides are the result. Close-up shows uniform, clean weld pattern . . . no slag or splatter to clean up.

Berwick's old-style craftsmen have been building railroad equipment longer than anyone else in the country . . . since 1894. Armed with new techniques and equipment, they can deliver the kind of car components you need in less time than you think possible. How 'bout letting us bid on your next order?

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Berwick, Pa. **Chicago office: 80 E. Jackson Blvd.**

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"PIGGY-BACK"
HYDRAULIC 5th WHEEL
HAS FULL 14" LIFT TO CLEAR RAMPS
AND RAILROAD CAR STANCHION OBSTRUCTION

M-60

• HEAVY 5th WHEEL AND LOCKING JAWS

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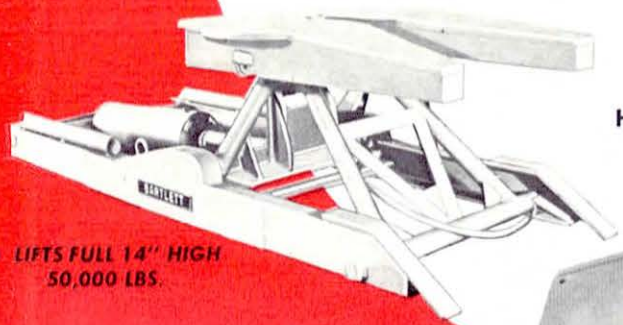
★Developed for Beam Railroad Cars 80' long — Up to 100 spots per day. Fifth Wheel comes complete with P.T.O., pump and jaw controls — air or vacuum operated — Extra heavy construction insuring long life. Hundreds in use over ten years resulting in savings of 2/3 in spotting costs. Simplified mounting.

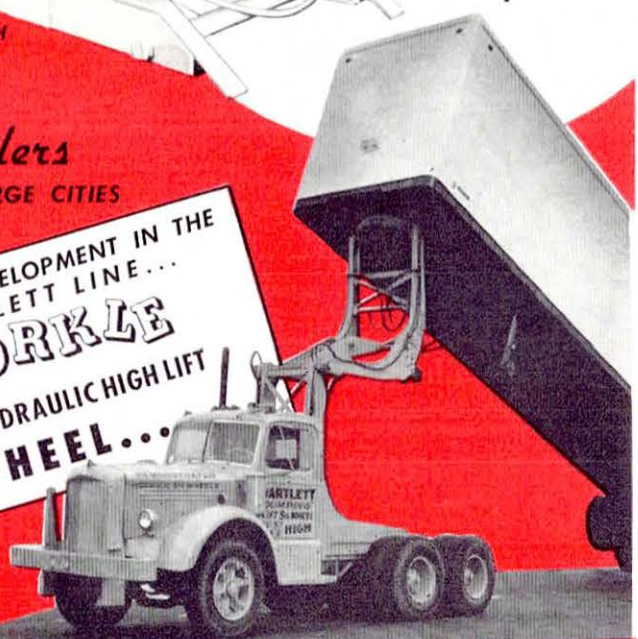


• LIFTS FULL 14" HIGH 50,000 LBS.

More Fleets Use
BARTLETT
HYDRAU. LIFT
5th WHEELS
Than Any Other

Dealers
IN ALL LARGE CITIES

LATEST DEVELOPMENT IN THE BARTLETT LINE...
SNORKLE
14 Ft. 8 In. HYDRAULIC HIGH LIFT
5th WHEEL...



WRITE OR PHONE

BARTLETT TRAILER CORPORATION
6850 W. 63rd ST. . . . CHICAGO, ILL. 60638
AREA CODE 312: 586-8200

(*Continued from page 90*)

Santa Fe, has joined **Western Railroad Supply Co.,** division of **Western Industries, Inc.,** Chicago, as special representative and technical consultant in communications and signaling.

Thomas H. Evans has been appointed sales engineer, **General Railway Signal Co.,** Chicago. He formerly was assistant signal supervisor, **Louisville & Nashville,** Boyles Yard, Birmingham, Ala.

Richard B. Ebbets has been appointed chief engineer, **Transicold Corp.,** Montebello, Calif. He formerly was manager of product engineering for Frigiking Co.

H. A. Weglinski, who has been with **Montreal Locomotive Works, Ltd.,** for 17 years, has been appointed manager of transportation sales.

Charles J. Wohl has joined the engineering staff, **Railroad Products Division, Servo Corp. of America.** Mr. Wohl formerly was a digital project engineer with RCA's Defense Electronic Products Division for eight years.

Vincent W. Swiatowski, sales agent, **American Steel Foundries,** has been named district sales manager, with headquarters remaining at Baltimore.

Raymond J. Gorski has been named director of industrial relations, **Pullman-Standard** division of **Pullman Incorporated.** He was formerly manager, labor relations, in the industrial relations department.

Andrew A. Arentz, Jr. has been named associate director, RRollway program of **General American Transportation Corp.** He was formerly supervisor of the operations analysis section of General American's research division.

The **Timken Roller Bearing Co.** has announced a $27 million, three year, expanson and modernization program.
W. R. Timken, Jr., has been appointed director—corporate development.

The Marquardt Corp., Pomona, Calif., has recently reorganized the Industrial Products Dept. and re-named it Railroad Transportation Products. **E. R. Zebe** has been named manager, Railroad Transportation Products, with the responsibilities of expansion of product lines for the railroad industry through product development and acquisitions. He will continue to act as manager—marketing and sales.

J. M. Richardson, sales engineer, **Stratoflex, Inc.,** has been promoted to railroad sales manager, Fort Wayne Division at Chicago, Ill.

Charles F. Rohlkoetter appointed district sales manager in charge of the St. Louis office, **American Steel Foundries.** He had been serving as technical manufacturing advisor of AMSTED Industries International.

Ling-Temco Vought, Inc., has agreed to purchase the assets of **The Okonite Co.,** wholly owned subsidiary of **Kennecott Copper Corp.,** in a cash transaction. The transaction is subject to approval by the Federal District Court in New York, which ordered Kennecott in 1964 to divest the subsidiary in an antitrust case ruling. On June 1, 1965, the United States Supreme Court declined to hear Kennecott's appeal from the order.

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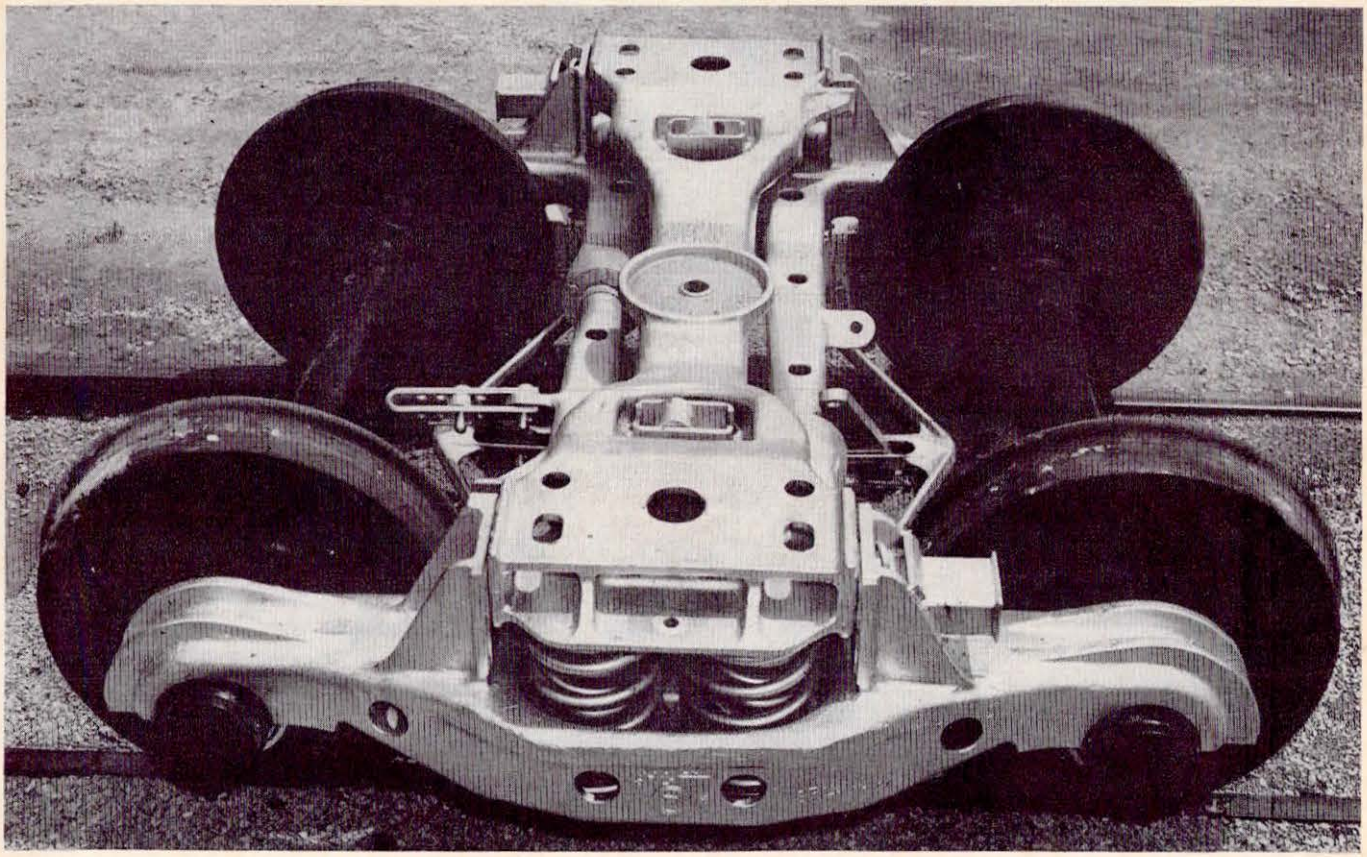

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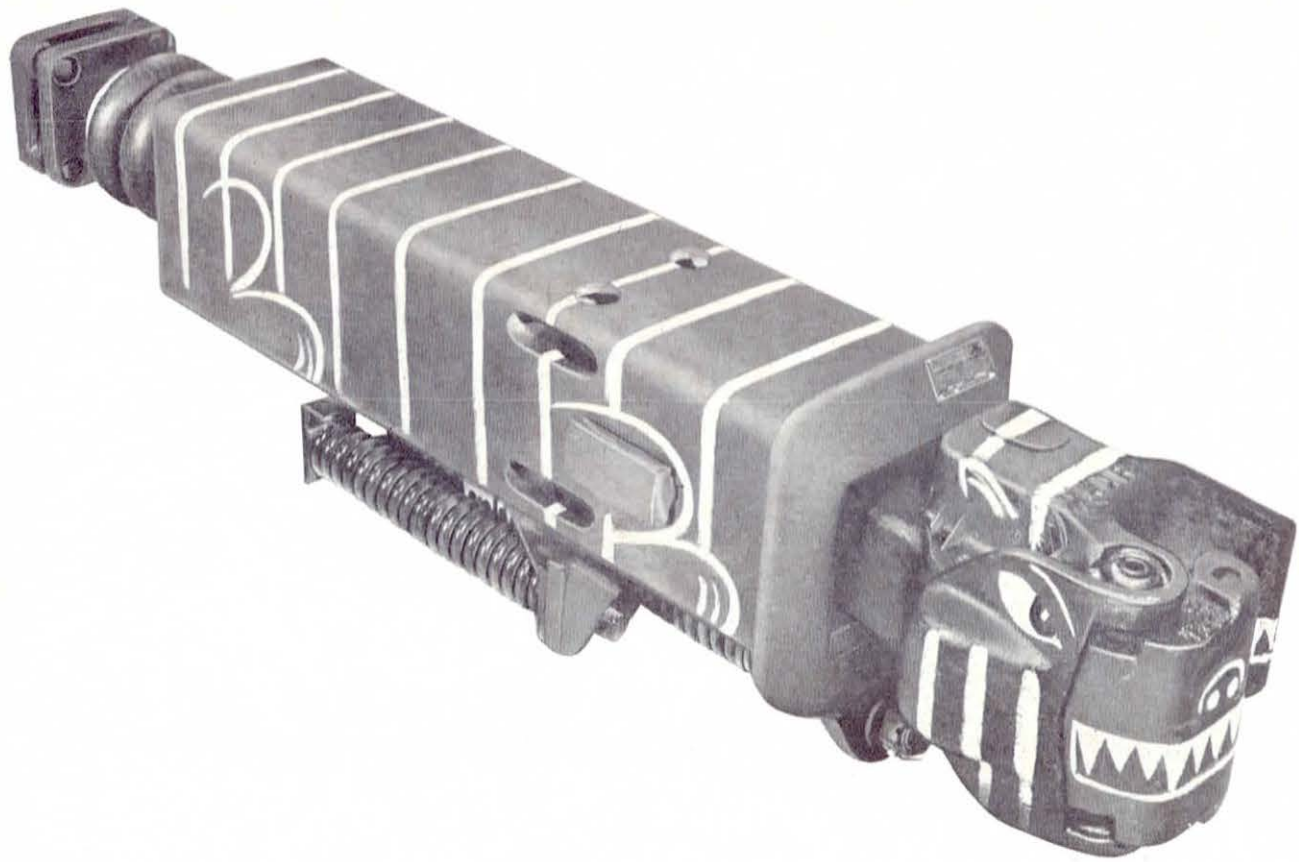

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MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended Oct. 16 totaled 633,057 cars, the Association of American Railroads announced on Oct. 21. This was an increase of 18,843 cars, or 3.1%, compared with the previous week; an increase of 2,712 cars, or 0.4%, compared with the corresponding week last year; and an increase of 7,134 cars, or 1.1%, compared with the equivalent 1963 week. Ton-miles generated by carloadings in the week ended Oct. 16 are estimated at 14.8 billion, an increase of 6.2% above the corresponding week of 1964, and 10.4% above the 1963 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Oct. 16

District	1965	1964	1963
Eastern, including Allegheny and Pocahontas ..	245,277	239,352	241,128
Southern	121,569	116,589	119,129
Total Eastern and Southern Districts	366,846	355,941	360,257
Northwestern .	94,233	100,952	92,211
Central Western	129,552	131,718	129,876
Southwestern .	42,426	41,734	43,579
Total Western Districts	266,211	274,404	265,666
Total All Roads	633,057	630,345	625,923
Commodities:			
Grain and Grain products	59,261	62,309	62,780
Livestock	5,063	7,029	7,208
Coal	122,271	118,226	118,643
Coke	6,957	9,527	6,689
Forest Products	42,118	37,872	39,203
Ore	48,547	53,198	42,065
Merchandise l.c.l.	8,262	11,142	16,188
Miscellaneous .	342,578	331,042	333,147
Oct. 16	633,057	630,345	625,923
Oct. 9	614,214	623,840	635,927
Oct. 2	603,093	611,229	632,116
Sept. 25	585,129	615,152	621,612
Sept. 18	589,717	624,033	596,504
Cumulative total, 42 weeks ...	23,760,547	23,319,341	23,416,527
Estimated revenue ton-miles (billions) 42 weeks ...	556.4	529.8	502.0

PIGGYBACK CARLOADINGS.—U.S. piggyback loadings for the week ended Oct. 9 totaled 22,270 cars, compared with 19,520 for the corresponding 1964 week. Loadings for 1965 up to Oct. 9 totaled 800,804 cars compared with 697,115 for the corresponding period of 1964.

IN CANADA.—Carloadings for the nine-day period ended Sept. 30 totaled 114,732 cars, compared with 87,242 for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Sept 30, 1965	114,732	29,697
Sept. 30, 1964	116,104	28,062
Cumulative Totals		
Sept. 30, 1965	2,920,145	929,391
Sept. 30, 1964	2,935,448	916,300

FREIGHT-TRAIN CARS

► *Canadian National.*—Awarded contracts for 900 freight cars valued at $13.5 million. International Equipment Co., Ltd., Montreal, will supply 200 50-ton, 62-ft steel flat cars, which will be used for container traffic. Vancouver Iron and Engineering Works, Ltd., Vancouver, will build 400 62-ft piggyback flat cars. The two groups of flat cars will be of light weight all-welded construction, using high tensile, low alloy steel. National Steel Car Corp. will build 300 70-ton, 50½-ft insulated box cars at its Hamilton, Ont., plant. Delivery of the flat cars will begin in January 1966; box car deliveries will start in April 1966.

► *Frisco.*—Ordered one-piece cast-steel underframes and interlocking end posts for 50 bulkhead flat cars from General Steel Industries, Inc., Castings Division. The 70-ton, 53½-ft cars will be built in the railroad's shops at Springfield, Mo. Delivery of the underframe and end posts is scheduled for the first quarter of 1966.

► *Great Northern.*—Ordered 100 77-ton box cars equipped with cushion underframe and 10-ft doors from Pullman-Standard for delivery beginning in third-quarter 1966.

► *Bad Order Ratio 0.2% Lower Than Last Year.*—Class I roads on September 1 owned 1,489,079 freight cars, 9,640 less than on September 1, 1964, according to AAR report summarized below. Bad Order Ratio was 0.2% lower than on September 1, 1964.

	Sept. 1, 1965	Sept. 1, 1964	Change
Car ownership	1,489,079	1,498,719	—9,640
Waiting repairs	86,175	89,941	—3,766
Repair ratio	5.8%	6.0%	—0.2%

MAINTENANCE EXPENDITURES

► *Up 0.7% in Second Quarter.* Expenditures by Class I roads for maintenance of equipment, way and structures in the second quarter of 1965 were up about $5 million, compared with the second quarter of 1964, according to report of the AAR Bureau of Railway Economics, summarized below:

	Second Quarter		
	1965	1964	% Change
Maintenance of Way and Structures	$314,198,074	$316,111,317	—0.6
Maintenance of Equipment	444,750,356	437,819,723	+1.6
Totals	$758,948,430	$753,931,040	+0.7

FOREIGN

► *East Africa*—The World Bank has granted a $38-million loan to the East African Railways and Harbours Administration to help finance a modernization and expansion program. The loan will cover three-fourths of the foreign exchange required for the importation of freight cars, shop and maintenance-of-way equipment, and highway equipment.

► *Thailand.*—Is seeking bids on the supply of 10 two-car diesel trainsets, each set to consist of one power and one trailer car. A copy of specifications and drawings is available for review in the Transportation Equipment Division, Room 4314, Department of Commerce, Washington, D.C. 20230.

YOU OUGHT TO KNOW

Joint board makes progress: With the Brotherhood of Locomotive Firemen & Enginemen again not represented, the National Joint Board held its second meeting in Chicago last week and, according to one report, "much progress was made." The board, created under the award of Arbitration Board 282, is assigned the task of studying experience with or without employment of firemen on diesels and submitting a report to the parties involved before expiration of the award (RA, Oct. 18, p. 36). The award provides that the board shall be made up of two carrier representatives and one representative of each of the engine-service unions—but in the two meetings thus far, only the carriers and the Brotherhood of Locomotive Engineers have participated. Prior commitments have been cited as the reason for absence of the BLF&E delegate at the sessions.

Back in service: Great Northern's historic Stone Arch Bridge spanning the Mississippi at Minneapolis-St. Paul went back into service Oct. 22. The "Empire Builder" was the first passenger train to make the crossing. The bridge had been out of service since April 18 when Spring floods undermined one pier and caused it to sink 14 inches.

Another unit coal train: Pennsylvania Power & Light Co. has been so pleased with the results of its year-old unit coal train that it has added a second high-speed train to serve its power plants. PP&L's first unit train of 74 100-ton cars has had 31 new cars added to it to bring its capacity up to 10,000 tons to match the new train's loads. Ten Pennsylvania locomotives are assigned to the PP&L service.

Leaky lake? A supplemental geological report filed by the Upper Ohio Valley Association charges that a key reservoir on the proposed Lake Erie-Ohio River canal system "would be a leaky lake and seepage may undermine its huge lock and dam structures." Says UOVA: "Unexpected sinking and tilting of a dam nearing completion to form the West Branch Reservoir near Ravenna, Ohio, and the draining of water wells in the area are flashing new danger signals on construction nearby of the Grand River Reservoir, key to the proposed canal." The association filed its new report with the Board of Engineers for Rivers and Harbors, which is now re-evaluating a canal feasibility study.

Overseas railroad spending: U.S. railway equipment valued at $59.4 million was purchased in the 1965 fiscal year by foreign nations using Export-Import Bank of Washington loans and guarantees. Eximbank is an independent government agency established by Congress in 1934 to help finance U.S. foreign trade.

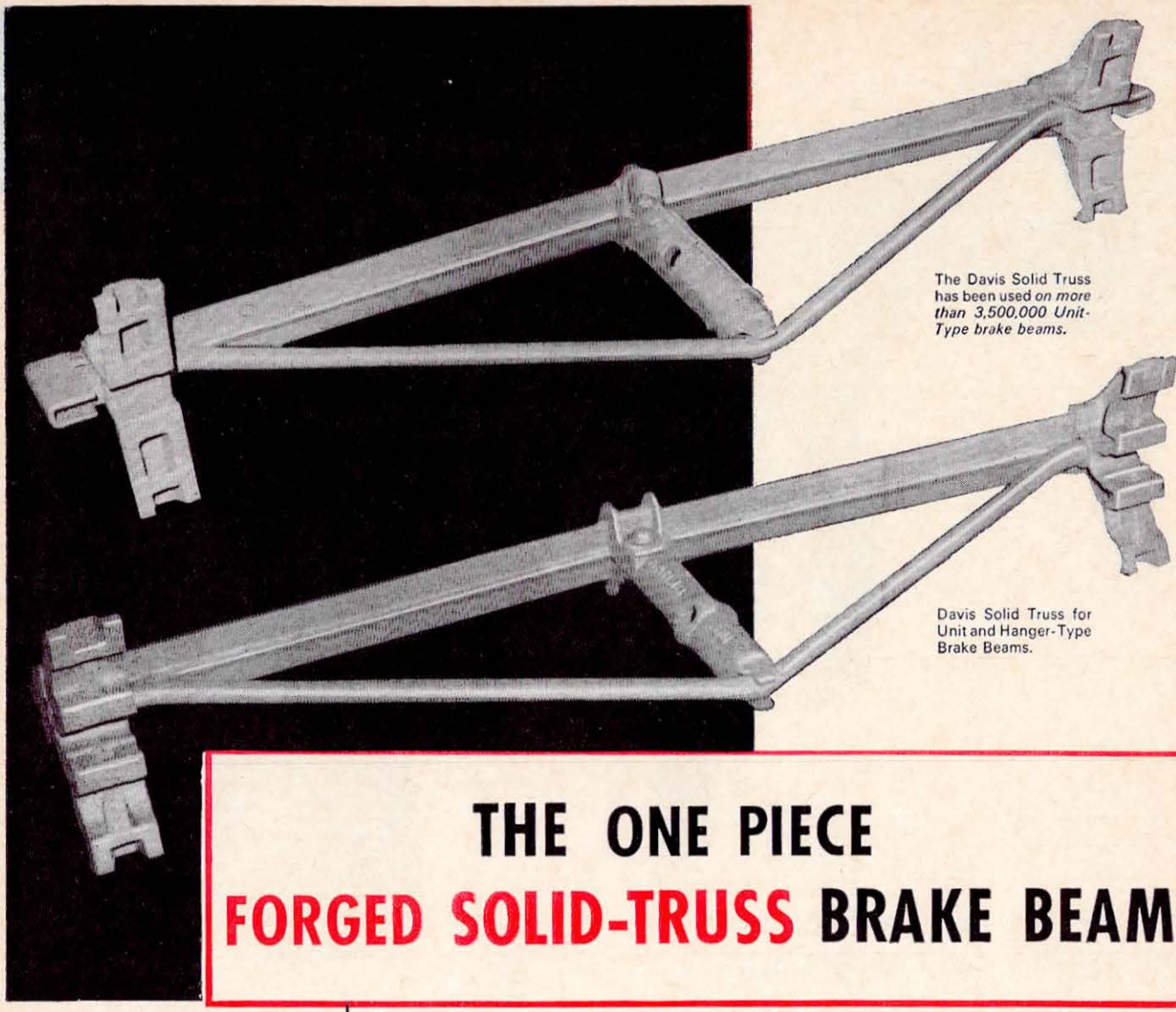
A pipeline along the Long Island: Anxious to earn a dollar where it can, the enterprising Long Island has signed an agreement for construction of a 35-mile oil pipeline along its main line from Riverhead to Brentwood. Deep-water tankers will feed the system from off-shore pipelines at Riverhead. The line is expected to handle three million gallons of fuel oil daily.

Court backs IC: Illinois Central has won at least a preliminary victory in a taxpayer suit challenging IC ownership of reclaimed land along Chicago's lake front. A judge in Chancery Court dismissed the suit and ruled that the railroad has absolute title—including air rights. Two buildings have already been constructed on IC air rights in the area, but further development along the lake front has been held up pending settlement of litigation. Even now, however, the last chapter in the prolonged story of legal conflict may not be written: Indications are the ruling will be appealed to the Illinois Supreme Court.

Truck tonnage: Intercity truck tonnage in the week week ended Oct. 9 was 3.4% below that of the preceding week, and 7.2% above the volume of the corresponding week of 1964, according to American Trucking Associations.

Current statistics

Net Income	
6 mos., 1965	$335,000,000
6 mos., 1964	330,000,000
Carloadings, revenue freight	
42 wks., 1965	23,760,547
42 wks., 1964	23,319,341
Freight cars on order	
Sept. 1, 1965	40,737
Sept. 1, 1964	29,574
Freight cars delivered	
8 mos., 1965	48,524
8 mos., 1964	47,126
Serviceable cars	
Sept. 1, 1965	1,402,904
Sept. 1, 1964	1,408,778



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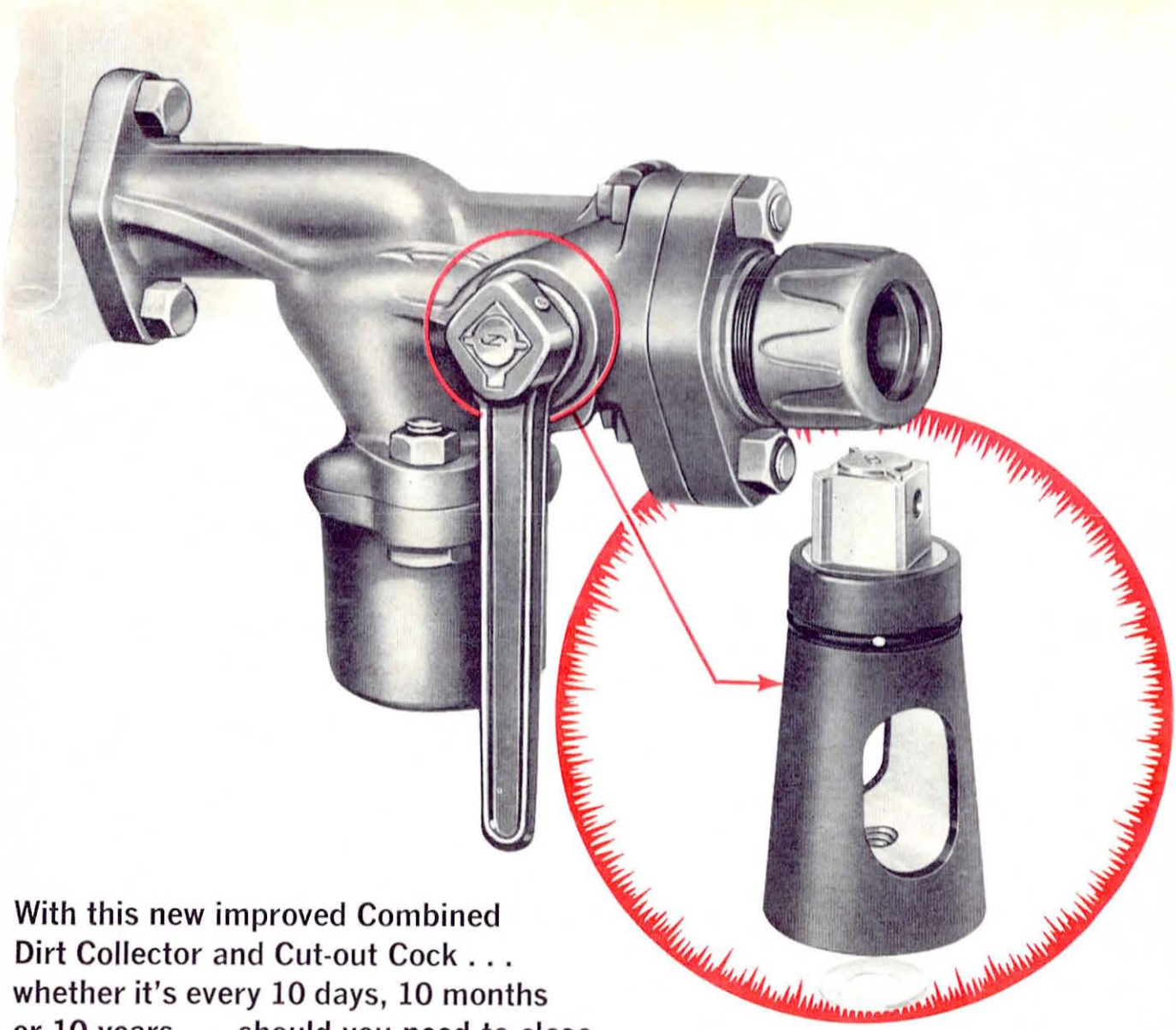

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THE ACTION PAGE

The employee's stake in his industry

Railroad employees are in danger of doing themselves out of a tolerably good thing. If so, they will have themselves largely to blame.

Railroad unions, among the oldest in the labor movement, have on the whole, a heritage they can be proud of. They're as democratic as any unions, and more so than many. Generally, they're responsible organizations run by responsible men. But democracy—or, rather, certain interpretations that can be put on democracy—could destroy what so many men have worked for so many years to build up.

Unions are, essentially, political organizations. From local chairman through general chairman to grand-lodge officer, union leaders are there because they've been elected. They're professionals—professional union people and, by necessity, professional politicians. But there is one vital difference between the union officer and the government-type politician—and that difference can make all the difference, so far as the future is concerned.

What the difference is

When a politician runs for office—from school board member to President of the United States—he says what he intends to do. He makes promises. If he wins, he tries to do what he said he'd do. He tries to keep the promises. If he does get for his constituents what he said he would get for them, he gets it against opposition—but he isn't taking his victories out of his opponents' hide. If he loses out, if he can't keep his campaign promises, he can always blame the failure on the politicians of the opposition party. In short, unless he goofs often and badly and publicly, he's pretty safe.

When a union man runs for union office, he also says what he intends to do. He also makes promises. If he wins election, he also tries to do what he said he'd do. But there the similarity ends. If the union man makes good on his promises, he does it by taking his "victory" directly out of the hide of his opponents—management negotiators, first, and then the company or industry itself. If he fails to make good on what he said he'd do, he has a peck of trouble blaming anybody else and making it stick.

And in this basic difference between political politicians and union politicians lies an awful—or awesome—lot of potential trouble. It's trouble that concerns many people—including management negotiators and the brotherhood representatives whose thinking takes in the long range.

There is sympathy for the union officer whose job may be on the block unless he "produces." But management cannot afford to sympathize to the extent that the survival of an enterprise is endangered.

This does happen. Railroad files show how it comes about. There are cases in which a passenger train, for example, might have been saved had the brotherhood agreed to operation with smaller crews or with crews working more miles or longer hours. But agreement didn't come, in these cases, and so the trains vanished—and so did all crew assignments.

Then there was the case of the railroad which had done all it could—in the area of maintaining service and cutting rates—to keep one area's basic commodity competitive in the marketplace. The railroad was faced with union demands which would have doubled its labor costs on this particular operation. Its alternatives would have been to raise rates, subsidize the operation or abandon it. The railroad rejected all three choices and stood firm. So did the union negotiators. A strike was called. The railroad stood firm. And the strike call was dropped, the demands were quietly forgotten. Why? Because, this time, it was realized that those demands, had they been granted—or that strike, had it taken place—would almost inevitably have brought loss all around, including loss of jobs for the railroad men whose representatives were pushing the issue. And the employees would have known pretty quickly and clearly that their own leaders lost their jobs for them.

Two basic changes suggested

There are, perhaps, a couple of basic things that should be changed if railroad employees really want to protect what they have, and get more.

1. Employees, in both supervisory and rank-and-file groups, can give greater support to efforts to reach industry goals—including those in the legislative area. It's been done before. A few years ago when the trucking industry and the Teamsters ganged up on rail movement of new automobiles, for instance, there was a great and sometimes spontaneous outpouring of opinion from railroaders everywhere. But this kind of effort, this helping the push toward goals, has to be continuous. It can't really be done on a trading basis where the employer has to give up something tangible to get the employee's support. In a competitive field like transportation, jobs always depend on the industry's success.

2. Employees should give their leaders more of a chance to be leaders, without putting all the stress on "what have you done for me lately?" There has to be a realization that it is not good politics to demand that which means ruination if it's granted. Union leaders have to be given a chance to use their good sense—without pressures from down below that say, "If you don't produce this or that, you're through."

It would be far easier to make costly concessions if railroads were an industry with unlimited resources. But railroads are not such an industry.

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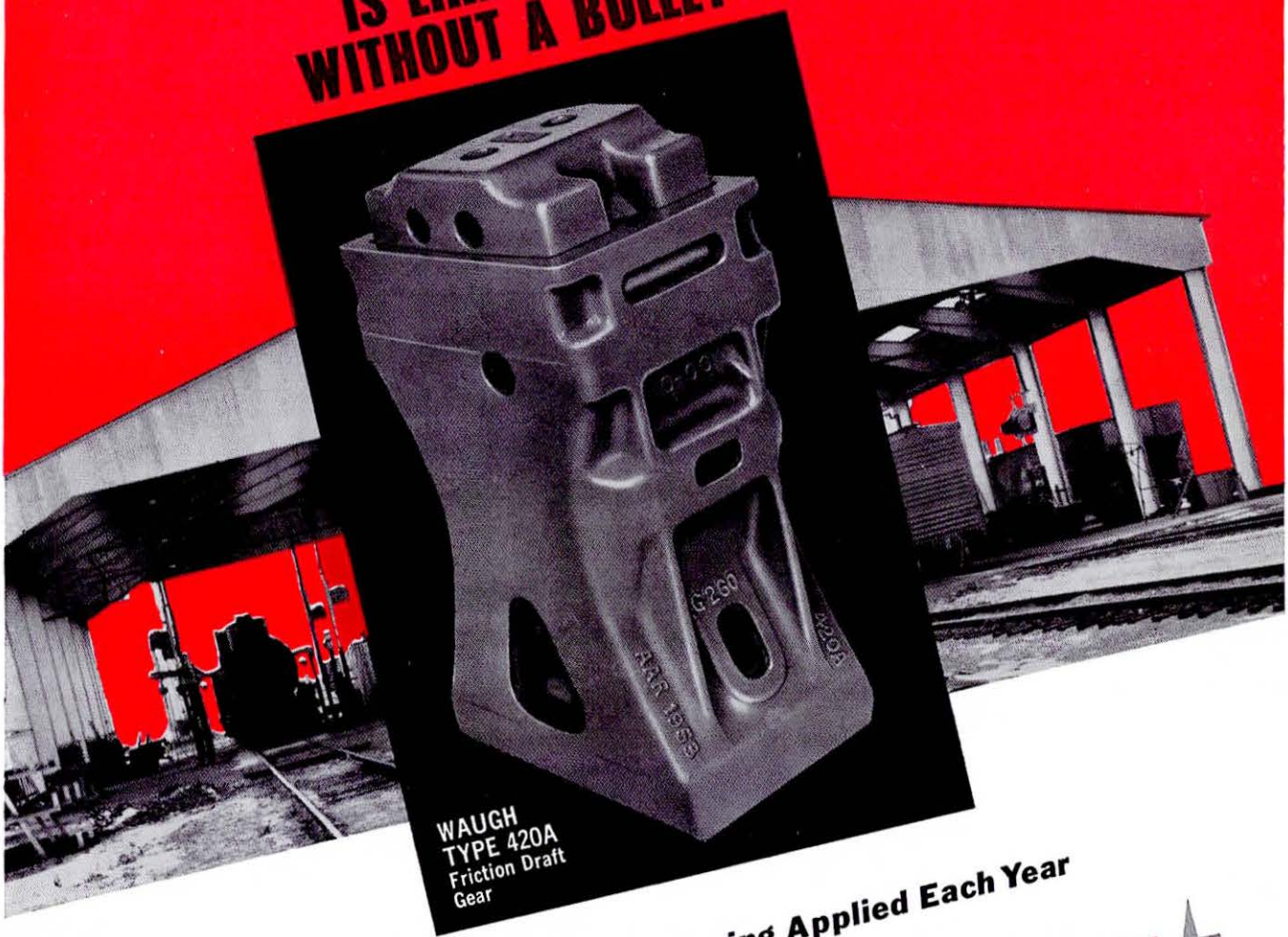

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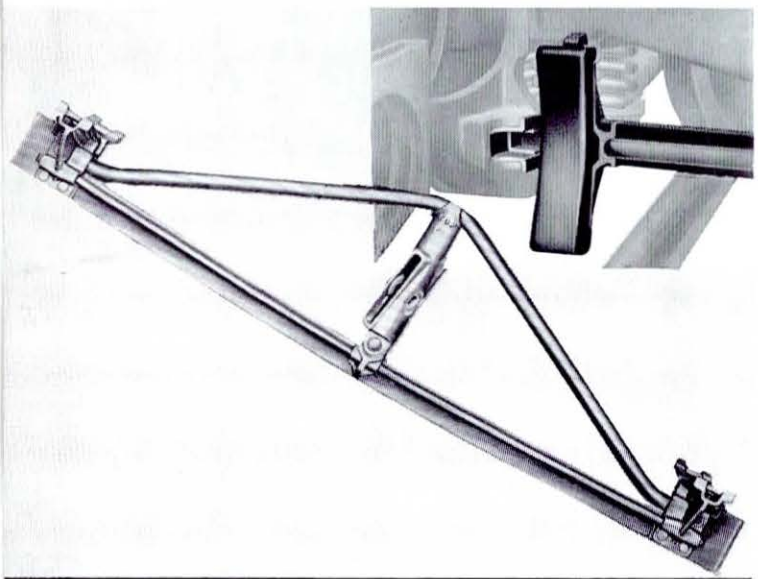

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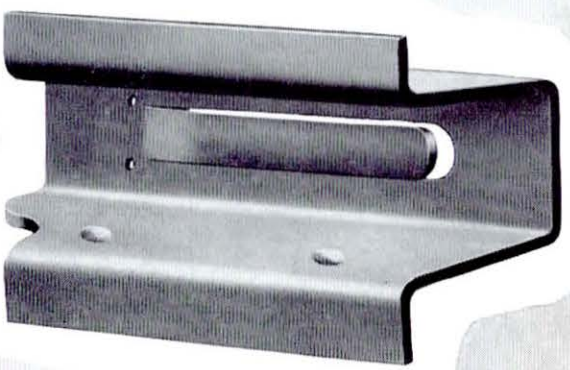

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